

Reagan picks ex-senator to head inquiry

President Reagan yesterday appointed Mr John Tower, a former Texas senator, to head the presidential inquiry into the National Security Council's role in the Iran-Contra arms fiasco...

From Michael Binyon, Washington

Table with 2 columns: Article Title, Page Number. Includes 'Skids under NSC', 'March to smidgle', 'Gulf War stepped up', etc.



Thanksgiving for a President under pressure: Mr Reagan takes part in the annual turkey presentation at the White House before leaving for his California ranch.

1,500 workers to lose jobs at Scott Lithgow

By Ronald Faux, Employment Affairs Correspondent. Fifteen hundred workers at the Scott Lithgow ship and oil rig yard on the lower Clyde are to lose their jobs...

DPP considers Rothschild breach of Security Act

By Richard Evans, Political Correspondent. The Attorney General and the Director of Public Prosecutions are considering allegations that Sir Arthur Franks, former head of MI6, and Lord Rothschild, a close friend of the Prime Minister, breached the Official Secrets Act...

Drunken driving campaign 'too cheap'

By Rodney Cowton, Transport Correspondent. The Department of Transport yesterday launched its Christmas war on drink-drivers. It includes the slogan: "If you drink and drive you're a menace to society..."

Scottish teachers call all-out strike

By Nicholas Wood, Political Reporter. The biggest Scottish teachers' union yesterday called an all-out strike for December 4 in an attempt to force the Government back into new no-strings negotiations...

Tomorrow

Watchdog Rippon. I hope to represent the anxieties and opinions of the public over nuclear waste. How will she tackle her role?

Portfolio Gold

The £4,000 prize in yesterday's Times Portfolio Gold competition was won by Mrs Eileen Card, of Southampton. Details, page 3.

TIMES BUSINESS

More jobs. The National Institute has forecast stronger growth and lower unemployment for Britain next year. But a big balance of payments deficit and higher inflation are also projected. Page 23.

Offer raised

The Mirror Group publisher Mr Robert Maxwell has increased his takeover bid for the engineering group AE. His timber group, Hollis, has offered 280p a share, valuing AE at £280 million. Page 23.

TIMES SPORT

Higgins waits. A complaint against Alex Higgins, the snooker player, who is accused of a head-butting incident, will be dealt with by the sport's ruling body after a seven-day "cooling off" period. Page 46.

TIMES FOCUS

Britain is on course for an export bonanza, winning back influence as a leader of world commerce. Pages 29-31.

Table with 2 columns: Page Number, Content. Includes 'Home News', 'Law Report', 'Overseas', 'Arts', etc.

Arms cash sent to Geneva

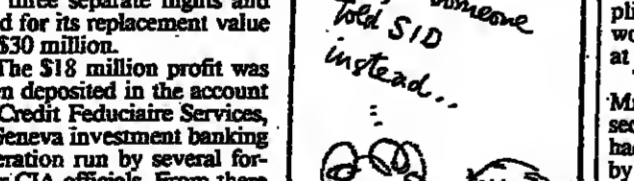
From Martha Honey, San José. Millions of dollars derived from the clandestine sale of US military equipment to Iran and destined for the anti-Sandinista Nicaraguan Contras was deposited in the Swiss bank account of a firm run by a group of former US intelligence agents, according to Washington-based investigators...

Meese to report on fiasco

From Our Own Correspondent, Washington. President Reagan has ordered his Attorney General to produce an interim report on the Iran fiasco as soon as possible. The devastating details of diverted funds have shocked America. But almost every senior official and congressman now believes that there is more to come...

TUC council refuses to act against electricians

The general council of the TUC yesterday rejected by 24 votes to 21 demands from print union leaders for the electricians' union to be disciplined because its members work for News International at Wapping, east London. The decision was taken after Mr Eric Hammond, general secretary of the electricians, had said his union had abided by an earlier TUC directive in spite of death threats to union officers and their families and violence to its members and their property...



Epsom railroads its announcer out

By Alan Hamilton. In an unprecedented court case a British Rail announcer has been found guilty of being too loud and clear, and has been banned by magistrates from Epsom station. Local residents were driven to despair by the strident, plummy tones intoning at all hours of the day and night. This is Epsom, this is Epsom, this is Epsom. All change. This is Epsom. The local residents knew perfectly well where they were, and as the voice escaped from the station continues to punctuate the peaceful air of the surrounding town, they christened it Her Ladyship. Residents living nearby complained repeatedly to Southern Region, but to no effect. Eventually, Mr William Bowler, one near neighbour of the station, brought his own private prosecution under the Control of Pollution Act...

Night search of moor after clothes find

Shredded clothing was found last night at one of four sites on Saddleworth Moor, Greater Manchester, being excavated by the police in the search for graves. Floodlights were ordered as excavations of the area continued in darkness in case other remains were washed away or buried by snow.

Berlin hunt for Syrian official

West Germany has issued a warrant for a Syrian intelligence official after the jailing on both charges in West Berlin yesterday of two Jordanians, including the brother of the man sentenced in London to 45 years for his attempt to blow up an El Al jumbo jet. Details, page 9.

SAA The No.1 choice. South African Airways advertisement featuring a large image of a plane and text describing flight services.

SAA South African Airways. Non-stop flights. Comfort. Convenience. Advertisement for SAA flights to South Africa.

November 26 1986

PARLIAMENT

Government is accused of fiddling trade figures

INVISIBLE TRADE

Allegations of fiddling figures for invisible trade were tossed during exchanges on a private notice question. It began with Mr John Smith, chief Opposition spokesman on trade and industry, highlighting scepticism in the City about the recalculation of invisibles in the trade figures to show a higher surplus and warning the Government to be careful...

It ended with Mr Ian Gow (Eastbourne, C) refusing to withdraw his remark, despite an appeal by The Speaker (Mr Bernard Weatherill) in the name of Christmas. It was Mr Smith who would apparently fiddle the figures - a totally unjustified allegation, according to Mr Smith.

Responding to Mr Smith's request for a statement, Mr Howard said: "Statistics on invisible trade are compiled by the Central Statistical Office mainly from quarterly and annual surveys of businesses and individuals engaged in invisible-trade transactions. This information becomes available much less frequently than the corresponding information for visible trade..."

In order to restore confidence in the figures, and bearing in mind the heavy reliance placed on invisibles in the autumn statement, next time a more detailed justification for the calculation of invisibles should be shown so that the scepticism did not recur.

Mr Howard said that, unlike others, he regarded some newspaper reports with scepticism. These changes had been made because it became clear to the CSO statisticians that there were changes of a magnitude which ought to be drawn to the attention of the public.

The House was accustomed to the Opposition finding failure where there was none and Mr Smith should now stop sniping at the success represented by these figures for invisibles.



Mr Michael Howard (left): Challenge to Labour on statistics. Mr Robert Hughes: Poor being sacrificed to market freedom. Mr Malcolm Rifkind: A generous pay offer to teachers.

Too little spent on the arts

HOUSE OF LORDS

The arts was a booming growth industry and making an important contribution to the nation's economy, yet public funding was ludicrously small, Lord Donoghue (Lab) said in the House of Lords when opening a debate on the need for better provision for the arts.

The respect and priority given to artistic endeavour was fundamental in the quality of life in society, he said. That might seem obvious, yet it needed stating in view of the low priority given to the arts by the Government.

It was striking how isolated the Government was on the issue and how the Minister for the Arts (Mr Richard Luce) was so isolated as to be virtually invisible. The Government had apparently concluded there were no votes in the arts.

Yet, in addition to the many tens of thousands working or dependent on the arts, more people in the United Kingdom went to the theatre, heard music and visited museums than watched football. Maybe there were more votes in it than the chairman of the Conservative Party (Mr Norman Tebbit) realised.

Public funding was about 0.003 per cent of national expenditure as a gross figure and as a net figure about 0.001 per cent or zero.

The alternative to increased funding was to cease to be in the international league, to cease to have performers of international calibre and to slip into the second division.

Benefit of bus freedom evident, says minister

BUSES

The results of the new freedom for bus operators were already visible, Mr John Moore, Secretary of State for Transport, said when the Commons debated the effects of bus deregulation.

He moved an amendment to an Opposition motion calling for the repeal of the Transport Act, 1985, and its replacement with legislation designed to put the social and economic needs of the community and the travelling public in the forefront of public transport policy.

The amendment congratulated the Government on its radical measures to arrest the long-running decline of the bus industry by abolishing outdated controls and creating the conditions in which competition, innovation and enterprise could flourish and provide better services, while enabling local authorities to obtain value for money in subsidising socially necessary services, thereby putting the social and economic needs of the community and travelling public in the forefront of public transport policy.

Those who depended on public transport for mobility - the elderly, women and children in large housing estates, and coun-

ty people - were all being sacrificed in the pursuit of profit, he said.

All the evidence pointed to the situation getting worse as the months went by instead of there being any improvement. The Office of Fair Trading had already had 50 complaints of unfair competition and a test case on that was being prepared.

The frequency of buses in the early morning and evenings had been drastically cut. On Saturdays and Sundays, services had almost disappeared in many areas.

Public reaction had shown the true level of dissatisfaction. In Lancashire, there had been 12,000 phone calls of complaint and requests for information, and 1,000 in Tyne and Wear. The Bus Watch monitoring group had been inundated with letters of complaint.

Bus fares had gone up, both with direct fare increases and because many people had to take two or three buses to make the same journey instead of one.

Labour would make sure services that were provided at reasonable fares. There would be the widest possible local consultation. Local decision-making would be restored. Legislation would be based on service for the customer provided by directly elected local transport authorities.

Mr Moore said that the Government had made the most radical changes in the bus industry for 50 years. It had removed outdated controls that were crippling the industry and had sought to create the maximum possible potential for innovation and efficiency. At the same time, it had safeguarded the provision of socially worthwhile but commercially unprofitable routes.

Vote against pay settlement 'a vote for disruption'

SCOTLAND

A vote against the government proposals to settle the teachers' pay dispute in Scotland would be a vote for a renewal of disruption in schools, Mr Malcolm Rifkind, Secretary of State for Scotland, said during Scottish questions.

He was commenting on information supplied by Mr Donald Dewar, chief Opposition spokesman on Scotland, who said that the Scottish teachers' union, the Education Institute of Scotland, had voted against the proposals by 84 per cent to 16 per cent.

Mr Dewar said that the vote, in which 89 per cent of the membership took part, underlined the tragic blunder that the Secretary of State had made in refusing to honour the constructive financial recommendations in May.

He must take responsibility for the situation, which could easily lead to a return of confrontation and disruption. It was essential that ministers should allow negotiations between employers and teachers. That was preferable to the worst possible thing, which would be if ministers maintained their present intransigent stance and pupils were asked to pay the price for that obstinacy.

Mr Rifkind said that he had yet to receive any official notification of the numbers or figures. Scottish teachers had been offered one of the most generous settlements offered in the public sector in recent years.

It is the case that they have rejected the government proposals and if it is the case that the EIS leadership appears also to have rejected the Main report, it would appear that the only thing that has not been voted for is a renewal of disruption in the schools.

The Scottish parents and the Scottish public would find any resumption inexplicable and unacceptable, particularly if it arises out of the government's offer to rescind the generous settlements in the public sector in recent years.

Mr William Hasall (Central Fife, Lab) said that if Mr Rifkind did not exercise some flexibility and humanity in trying to get peace, stability and progress in Scotland's schools, the fault for the ensuing strike would be his and not that of teachers.

If the Education Institute of Scotland ballot had been a government proposal to settle the teachers' pay dispute, Mr Rifkind could cease to adopt a holier-than-thou attitude in blaming everyone except himself for the situation.

Coal Industry Bill Measure would give equal rights to the UDM

The NUM had refused to recognise any rights over the institutions including the pension funds and welfare services, that its members had contributed to.

Mr Stanley Orme, chief Opposition spokesman on energy, moved an amendment opposing the Bill.

"Miners believe that this is a pit closure Bill. It is not a Bill for recovery."

Since 1979 there had been a loss of 100,000 miners. "The Bill before us continues that process. It sets the preconditions for further pit closures and further redundancies. Inherent within it was the privatisation of the coal industry. Written into the small print was a disastrous expansion of nuclear power, an expansion this country neither wanted nor needed."

It looked as if it would be his last, he added, but it would, in part, be against his own Front Bench.

"No one can dispute what union represents the vast majority of miners in the Nottinghamshire area. They have been working for their own legitimate rights of fair representation on the bodies that affect their members. The Bill provided fair representation."

"This has all been tried by negotiation but the NUM has consistently refused to recognize the reality of the situation. So the Government has had to act."

If the Bill helped to stop the intimidation that still went on between the two groups, then it was worth supporting. "We have political apartheid in Nottinghamshire. Not only are UDM members not allowed to join the Labour Party but in certain sections even members of their families are not allowed to join."

It still takes place only makes them more determined to succeed.

It was said to find that the battle was being fought in the local Labour parties, not for the good of the Labour Party, but just for vengeance on people who took certain actions a few years ago.

"I have never considered myself to be anything else but a Nottinghamshire miner and I have done my best to look after their interests along with my constituents for nearly 21 years."

Clause five, six and seven of this Bill are necessary if we are to start to bring some kind of sense and harmony to my area as well as a sense of fairness. I only wish we could turn the clock back.

Free vote in Lords on homosexual bias Bill

Labour peers will have a free vote next month on a private peer's Bill aimed at curbing pro-homosexual bias in some Labour-controlled schools.

Changes to boundaries

A review by the Welsh Boundary Commission resulted in a decision to redraw the boundaries of 25 parliamentary constituencies to make them compatible with local government boundaries.

Parliament today

Commons (2.30): Criminal Justice Bill, second reading. Lords (3): Family Law Reform Bill, second reading.

Alliance housing policy

Britain in which those who had prospered under Mrs Margaret Thatcher were blissfully unaware of a stratum of society in which millions lived in homes in a "serious state of disrepair" or on squalid estates.

Spanish fishing gap in law is to be closed

The Government is to close a newly discovered legal loophole which is once more allowing Spanish vessels to fish against valuable British quotas.

Spending boost of £2.8bn is planned

The Alliance said that the Government has cut capital spending on council housing by 60 per cent since 1979 so producing a 40 per cent drop in the number of completions.

Spanish fishing gap in law is to be closed

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Local authority finance: 1

Government launches its 'rates revolution' after 13-year struggle

The publication today of a Bill to set up a new rating system for Scotland, as a test bed for further legislation to follow for England and Wales in the next Parliament, marks the beginning of the end of a 13-year quest by Mrs Margaret Thatcher.

It has been her desire since 1973 to "do something about the rates" which she regards as monstrously unfair.

It was Mrs Thatcher's exasperation at the failure of her ministers in the last Parliament to come up with an alternative to rates that led her to bounce the Cabinet at their last meeting before the 1983 election into the politically expensive and time-consuming commitment to scrap the GLC and the six main metropolitan councils.

That decision cost Mr Patrick Jenkin, the former Secretary of State for the Environment, his career and established Mr Ken Livingstone as a national monument.

The Government's case against the present rating system is clear enough. Too few people pay rates, too many are insulated by rebates and subsidies from the impact of the spending decisions of those

The Government will today launch its plans for a rates revolution in Britain, starting with Scotland. Robin Oakley, Political Editor, reports that the Cabinet's ideas are provoking controversy, inside and outside the Tory Party.

whom they vote into office. Under some high-spending councils in inner-city areas as few as 20 per cent of those with votes are paying rates.

In an electorate of some 35 million, about 21 million of whom pay income tax, there are only 18 million ratepayers, of whom at least three million have their rates met in full by rebates and many more of whom are subsidized.

Rates, paid only by the head of the household, bear only a limited relationship to ability to pay, particularly for single people living alone as compared with houses full of wage earners. They are not related to the use of services and are capricious in their effects between different areas.

The rating system, incomprehensible to most ratepayers, is based on imputed rental values for property which are now, in England and Wales, 13 years out of date and meaningless anyway as the rented housing market is now negligible.



Boy's dreams come true

Gregory Perkins, aged 15, who was able to fulfil his most exciting ambitions before undergoing heart surgery, thanks to *The Times*, says the fulfilment of his wish is to be visited by a celebrity (Angela Johnson writes).

Gregory, photographed with nurse Margaret Nicholson, left, and staff nurse Terri Collins, is now recovering from a heart by-pass operation in Brompton Hospital, south-west London.

Before the nine-and-a-half-hour operation he advertised in the newspaper asking people to give him the chance to fulfil his dreams.

In the months before surgery last week Gregory, of Bruton, Somerset, who was born with only three chambers in his heart, flew in Army and Navy helicopters and an RAF glider.

The Reith Lectures Judges' dilemma in interpreting a Bill of Rights

By Frances Gibb, Legal Affairs Correspondent

A Bill of Rights would involve judges in making policy choices which they cannot be trusted to do, Lord McCluskey, a High Court judge, said last night.

In a strong statement against such a Bill the judge, a former Labour Solicitor-General, said that it would "turn judges into legislators", which was not their job.

His remarks, made in his fourth Reith Lecture, broadcast on Radio 4, come only days after Sir Edward Gardner, Conservative MP for Fylde, has said he will bring in a private member's Bill which would effectively create a Bill of Rights.

His Bill, which is high in the list of private member's measures, will be the latest attempt to incorporate the European Convention on Human Rights into English law.

Lord McCluskey said that a Bill of Rights was "inevitably a charter of enduring, superior rights written in durable words, but jodible ink, on an opaque surface".

It "makes the mistake of dressing up policy choices as if they were legal choices" and asks judges, "whose job it is to know and apply the law, to create and reform the law".

Judges who interpret a constitution, as in the United States, cannot avoid choosing among competing social and political visions and the "walls between the political and judicial systems become paper thin".

American judges had had to decide among other issues: if telephones could lawfully be tapped; if the mentally subnormal could be compulsorily sterilized; if minimum-wage laws could be enacted and if blacks and whites could intermarry.

Lord Denning, former Master of the Rolls, had called for judges to be trusted. They could indeed be trusted "not to fiddle the results", to apply the law honestly to the case; to discover and enunciate new or revised rules of law and to make difficult choices.

They could even be trusted to make interim policy choices about what the law should be, pending action by the legislature, he said. "But there is no sound reason for trusting judges to make final policy choices."

Final policy decisions had to be made by "society as a whole" and "not by lawyers, however distinguished and upright they may be".

Man in the news

Rothschild was trusted by Wright

By Michael Evans, Whitehall Correspondent

The full story of Lord Rothschild's role in arranging for Mr Peter Wright, the former senior MI5 officer, to collaborate on a book about suspected traitors in the security service by Mr Chapman Pincher will probably never be unravelled.

The head of Britain's most famous banking family served with MI5 only during the Second World War, but he kept in close touch with the intelligence world and maintained contact with Mr Wright, who emigrated to an isolated Arab stud farm in Tasmania.

Mr Wright told him in some awe and sources who know them both say that Lord Rothschild went out of his way to be kind and helpful to him, knowing that he had to live on a very small pension.

Mr Wright served in MI5 for more than 20 years, but for much of that time he was employed only on a part-time basis.

Mr Wright was taken on as a scientific officer and was soon regarded by his superiors as an invaluable asset. He knew everything about gadgetry and many of the counter-espionage techniques used during his career with "the firm" were his inventions.

Lord Rothschild was also a scientific expert. During the Second World War he ran an anti-sabotage unit designated B1(c), in MI5. In 1944 he won the George Medal for defusing a bomb hidden in a consignment of Spanish onions.

One of his wartime roles was also to check all the cigars sent to Winston Churchill from abroad, in case they had been poisoned. People used to send him jars of honey and



Lord Rothschild - keeping quiet about his role

Nathaniel Mayer Victor, third Baron Rothschild, is best remembered for the time when he ran Mr Edward Heath's Central Policy Review Staff, the Think Tank at the Cabinet Office.

Today Lord Rothschild is keeping out of the limelight while his name is being bandied about in court. He has no doubt decided against becoming embroiled in the political rumpus between Sydney and London about Mr Wright's book.

Sydney hearing, page 12

Club ignored fire warnings says QC

By Ian Smith, Northern Correspondent

A large share of the blame for the Bradford football stadium disaster lay with club officials who ignored repeated warnings about the fire hazard, the High Court sitting in Leeds was told yesterday.

In his closing speech for the Health and Safety Executive, Mr Hugh Carlisle, QC, said strong attacks had been launched against both the safety executive and West Yorkshire County Council in its role as fire authority by counsel for the club.

Although the club had accepted liability by admitting the Valley Parade stadium was a tinderbox, it still argued that the fire, which killed 56 spectators, could not have been foreseen by the club.

Mr Carlisle said that the safety executive and the county council acted only in a

supervisory capacity, making only brief visits to the ground, whereas club directors must have been constantly aware of the hazard.

He added: "I say that the club must bear the very largest share of the blame. They were creators and continuers of the hazard."

The hearing, now in its third week, is considering an action against the football club, the Health and Safety Executive and the now defunct county council, brought by Mrs Susan Fletcher, who lost her husband, son, brother-in-law and his father, in the fire.

Also trying to prove liability against the three parties is Police Sergeant David Britton, who was injured trying to rescue victims.

The case continues.

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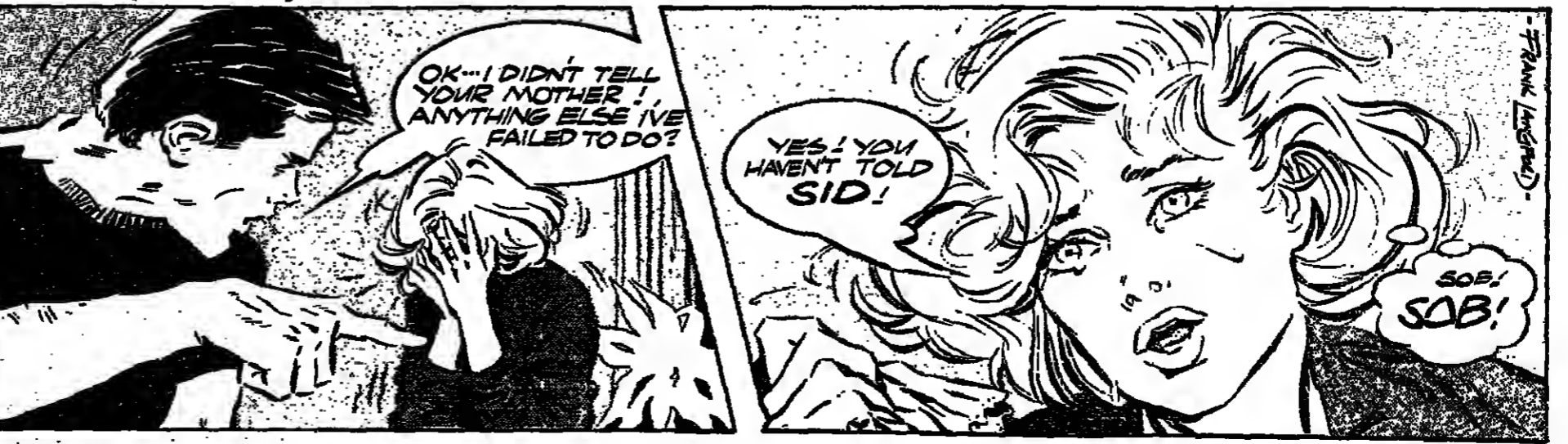
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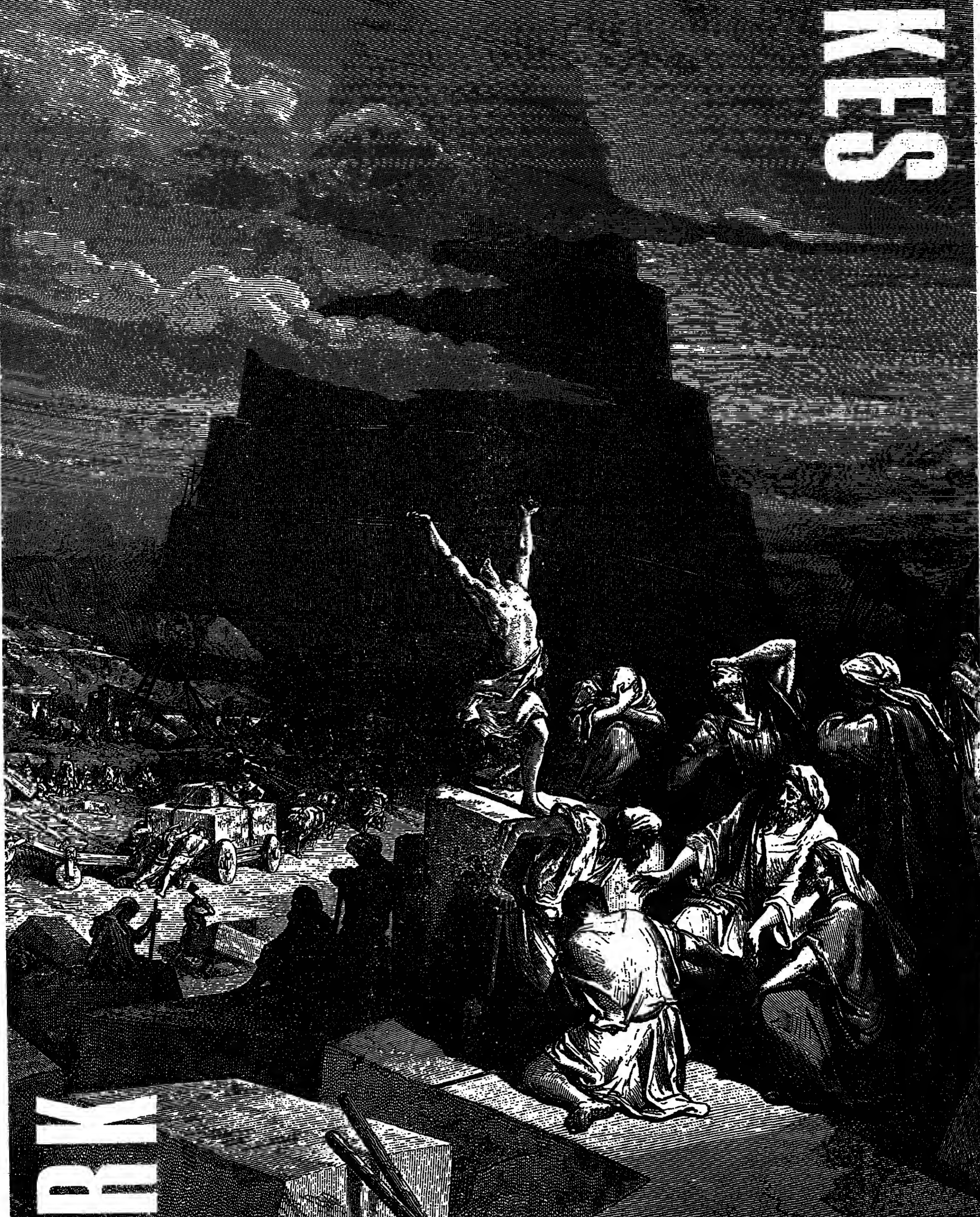
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And they said, Go to, let us build a city and a tower, whose top may reach unto heaven;
 And the Lord said, Behold, the people is one, and they have all one language...and now nothing will be restrained from them, which they have imagined to do. Let us go down, and there confound their language, that they may not understand one another...

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WORLD SUMMARY

Rebels agree on Manila pact

Manila - The Philippines Government and the Communist National Democratic Front (NDF) will sign a 60-day ceasefire agreement today as the first stage of what is hoped will be a long-term peace agreement (David Watts writes).

The ceasefire, which will become effective on December 10, follows agreement reached yesterday on provisions covering safety and immunity guarantees, according to Mr Sator Ocampo, a former journalist who is one of the National Front negotiators.

An island no more

Bahrain (Renter) - The leaders of Saudi Arabia and Bahrain yesterday formally opened a billion-dollar caseway between their countries.

Soweto shacks go

Johannesburg - More than 100 squatter shacks were reported to have been destroyed yesterday in Soweto, the sprawling black township near Johannesburg, amid conflicting claims about who carried out the demolition work (Michael Hornsby writes).

General barred

Lisbon - The Portuguese Government has refused a visa to General Magnus Malan, the South African Minister of Defence, to visit the island of Madeira.

Harare hesitant

Harare - Evidence of Zimbabwe Government hesitancy to release its most formidable opposition figure from detention without trial emerged yesterday. The High Court heard that the Review Tribunal had, at some unspecified date, recommended the release of Mr Daniso Dabengwa, aged 47, who has been in jail almost six years (Jan Raath writes).

Bokassa trial adjourns

Bangui - Central African Republic (AP) - The former Emperor Jean-Bedel Bokassa went on trial yesterday, but proceedings were postponed until December 15 after the prosecutor said that the case was not ready for trial.

Britain protests at Pravda censorship

The Foreign Office has protested to Pravda, the official Communist Party newspaper, for its censorship of hard-hitting remarks by a British minister about Soviet failings on human rights during a lengthy interview with the newspaper's London correspondent earlier this month.

Defence takes its stand on identity issue in 'Ivan the Terrible' trial

The state of Israel opened its case yesterday against Ivan John Demjanjuk, the man it claims is "Ivan the Terrible," the mass executioner at the Nazi death camp of Treblinka.

For much of the proceedings in the Jerusalem district court, the defendant, aged 66, appeared in considerable distress, sometimes standing, sometimes sitting, holding his stomach, rocking back and forth or dabbing at his eyes with a handkerchief.

The Foreign Office yesterday rejected demands by a Conservative MP for a more vigorous approach to Israel for information on the nuclear technician, Mr Mordechai Vanunu (Our Diplomatic Correspondent writes).

The Supreme Court president, Mr Dov Levine, entered a plea of not guilty to the long indictment after Mr Mark O'Connor, the defence lawyer, had protested at length but in vain that he was not yet in a position to make a plea.

Mr O'Connor spent most of the hearing protesting in vain. His client did not understand what was going on, he said, because he had needed medication after being brought to the court because he suffered a series of accidents in the van that brought him there from the prison. His head had repeatedly been banged against the sides of the vehicle, he explained later, because he

was shackled hand and foot and could not keep his balance when the driver braked. His client did not understand what was going on, Mr O'Connor said, because the only interpreter being offered to translate proceedings into his native Ukrainian was a police officer who was also a prosecution witness. That was obviously unsatisfactory.

Mr O'Connor had found it impossible to understand a lot of the written prosecution evidence, which had not even been translated into Hebrew, let alone English. He did understand there was not enough money available to the court to pay for all the evidence to be translated.

All this meant, he went on, that he was merely a spectator of what was going on. His client backed him up, "I don't understand everything because nobody read them in Ukrainian," Mr Demjanjuk said in English when asked if he understood the indictment.

Mr O'Connor interpreted this to mean, not that his client did not understand the charges but that he did not understand their legal implications. He asked that the charges should not be read out.

Mr O'Connor said he did not contest 95 per cent of the facts set out in the indictment. "The crimes of Hitler are well known. The crimes of Treblinka are well known. But we are not going to admit those," he said.

Hindawi brother is jailed



Ahmed Hasi, who was sent to prison for 14 years yesterday for his part in an attempt to bomb offices in West Berlin.

From John England Bonn

A court in West Berlin sentenced two Jordanians to long prison terms yesterday for a bomb attack in the city with explosives that the judge said were supplied by the Syrian Embassy in East Berlin.

West Berlin justice authorities also issued an international arrest warrant for a man described as a Syrian military intelligence official, who is alleged to have brought the bomb from Syria.

Ahmed Hasi, aged 35, a brother of Nezar Hindawi who was sentenced in London last month to 45 years in prison for attempting to blow up an El Al airliner, was given a 14-year sentence. His accomplice, Faruk Salamah, aged 40, was sentenced to 13 years.

Both were found guilty of attempted murder by causing an explosion at the German-Arab Friendship Society's centre in West Berlin on March 29, which injured nine people. They had confessed to the attack and told police that a Syrian named Haytham Saed had given Hasi the bomb in a suitcase at the Syrian Embassy in East Berlin.

Saed, the man named in the international arrest warrant, was also mentioned during the Hindawi trial. In the West Berlin court yesterday, Herr Hans-Joachim Heinze, the presiding judge, said Hasi went to the embassy after a pre-arranged telephone call from Saed and collected the bomb from him.



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More destinations and frequency to France than any other airline.
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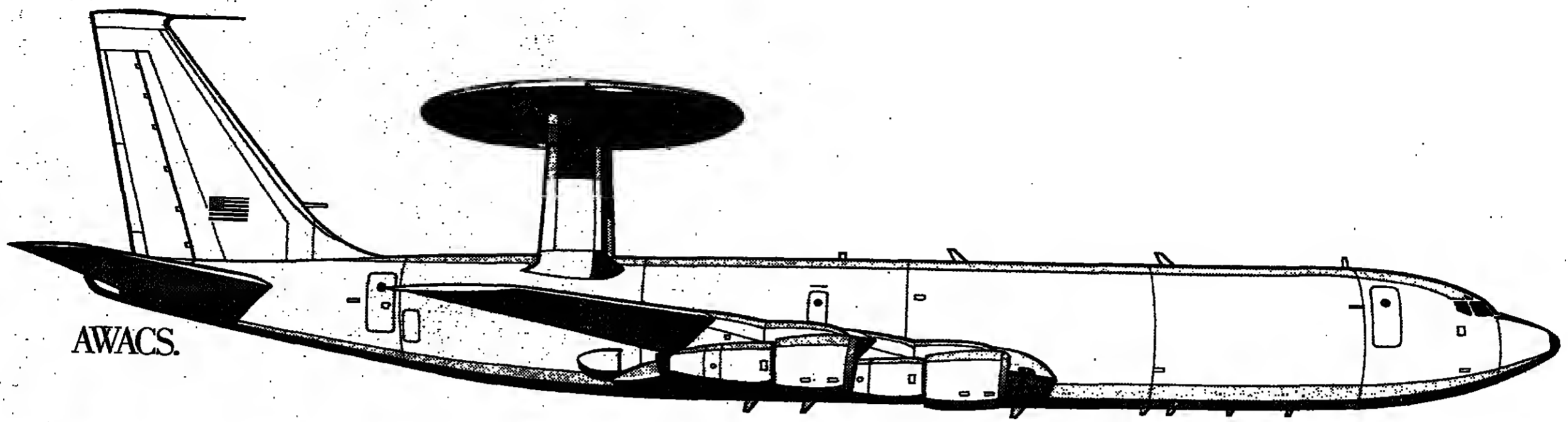
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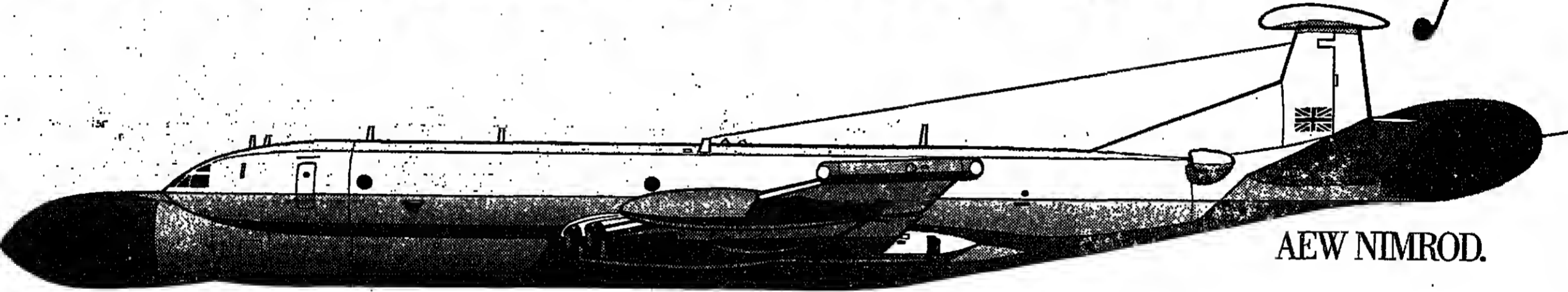


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AWACS.

Both will defend Britain. Only one will defend British industry.



AEW NIMROD.

In the coming weeks, Britain must choose between two airborne early warning systems.

Needless to say, the prime consideration in this debate is national security.

The Boeing AWACS system is already flying operationally.

But can the AEW Nimrod system deliver the goods?

The answer is emphatically "yes."

The entire radar system has been improved and upgraded.

And, in the words of one informed observer, these improvements now appear to be "a technical reality."

A further reality is that the AEW Nimrod can give the RAF an operational capability within twelve months.

This compares with three years for the Boeing AWACS system.

When it comes to the important area of total system costs, it is significant that the Boeing proposal has no advantage.

Indeed, despite the continuing debate about the millions invested so far, the AEW Nimrod will offer Britain a massive saving.

Which leaves us with one further major difference between the two systems.

Choosing the AEW Nimrod will defend the future of Britain's Avionics industry.

Choosing the Boeing AWACS will not.

For the past 30 years, GEC Avionics has been the mainstay of this high technology industry.

The Nimrod will allow this British success story to continue and secure 2,500 high technology jobs.

The fact is, GEC now offers the only airborne early warning capability outside the United States.

With seventeen nations, from France to China, already showing an interest, the export market has vast potential.

Proof positive that Britain needs the GEC Nimrod.

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The MI5 spy book hearing Judge suggests British security sensitivity often 'just stupid'

Whitehall mounted yesterday a new phase in its campaign to withhold confidential documents from the MI5 book trial here, to the evident chagrin of the judge, who has twice ordered that they be produced. The British Government's attempt to seek refuge behind a legal shield - that the papers are so secret that they are immune from public interest concerns and should not even be shown to the judge himself - brought from Mr Justice Powell a rebuke about the implied insult that his court was not "leakproof". He also observed that it was "abundantly clear to everyone that Whitehall was doing its damnedest to stop anyone getting near the documents."

Soviet defectors refuse offer to return home

Five defectors from the Soviet Army in Afghanistan have rejected an appeal from the Soviet Government that they end their asylum in Canada and return home. At a press conference in Toronto, a representative of the group described atrocities they had seen committed by the Russians in Afghanistan, and said that morale among the troops was poor. "They do not want to fight," said Mr Sergei Busov, aged 22, who was a driver-mechanic with the Soviet forces. "The five were spirited out of Afghanistan last week after being held prisoner by the Mujahidin resistance fighters for periods of between three and six years, and brought to Canada on Thursday from Pakistan. The Canadian authorities have refused to release any details of the top-secret rescue operation which, according to some unconfirmed reports, involved the British intelligence agency, MI6. On Tuesday, at a Canadian immigration office in Toronto, the five were confronted by two officials of the Soviet Embassy from Ottawa who had asked to interview them. A representative of the Canadian External Affairs Department was present. The officials assured them that nothing would happen to them if they accepted an offer to return home, and said that three other Soviet army deserters who had gone back to the Soviet Union from Western countries were now living happily with their families. The five turned the Soviet officials down point-blank. They denied having taken part in atrocities in Afghanistan, while acknowledging that such activities were common. Mr Vladimir Naumov, aged 24, a paratrooper, recalled one Soviet operation in which 98 Afghan civilians were killed. "Only one of them was killed," he said. "The five have been granted special permits allowing them to remain in Canada

Pope pleads with erring Catholics to return

Sydney (AP) - The Pope yesterday issued a passionate appeal to Roman Catholics who have left the Church to come back. Speaking in a country where less than one-third of its 3.9 million Roman Catholics go to Mass regularly, said it was no longer just a question of spreading the Gospel to those who have not heard it, but of reaching those who have heard it but no longer respond. The Pope later drew his largest crowd yet in this nation of 16 million people, an estimated 200,000 faithful at a Mass at Randwick racecourse, Sydney. From a podium crowded with 450 bishops and 650 priests, the Pope told them "I am thinking of those baptised in the faith who are no longer actively present in the Church. They are of many different types, and the reasons for their absence from the community of Christ's faithful are also many," he said. Since starting the Australian leg of his two-week Asian and Pacific pilgrimage, the Pope has gently chided his flock without harshly condemning those who have strayed from Church teaching. In his homily during the Mass, at which 20 people were taken to hospital suffering from the effects of the 26 degrees Centigrade (79 degrees Fahrenheit) heat, the Pope exhorted that some have "perhaps been hurt by the Church, by the misunderstanding or abruptness of the Church's ministers, by the scandal of their fellow Christians. To all of those who have wandered from their spiritual home, I wish to say: Come back. The Church opens her arms to you, the Church loves you."



Mr Mikhail Gorbachev and his wife, Raisa, planting a magnolia sapling in the memorial park in Delhi which marks the place where Mahatma Gandhi was cremated.

Gorbachov protesters rounded up UK unmoved by Argentine success

The Indian authorities, no doubt trying to make Mr Mikhail Gorbachov feel at home, yesterday rounded up anyone who appeared to be demonstrating against his visit. Fifty-eight Afghan refugees, 15 of them women, began waving placards protesting at the Soviet occupation of Afghanistan when police swooped and arrested them. A hundred or so other Afghans began tearing down posters of Mr and Mrs Gorbachov in Old Delhi. Several hundred passers-by beat and kicked them. Two women and 57 Afghan men were arrested. The Afghans were out on the streets for the second day, and posters appeared appealing for a Soviet pull-out. Outside the Soviet Embassy protesters from the opposition Janata Party gathered with the same object. Their placards were ripped from them and 15 were hustled away by police. Mr Gorbachov and his wife, Raisa, planted a magnolia sapling at the cremation site of Mahatma Gandhi. Mr Gorbachov then visited the home of Mrs Indira Gandhi, which is now a museum. He lunched with President Giani Zail Singh before embarking on talks with Mr Rajiv Gandhi, the Prime Minister. The British Government remained determined yesterday not to be influenced by the huge majority in the United Nations General Assembly vote on the Falklands. Sir Geoffrey Howe, the Foreign Secretary, treated the 116-4 vote as an annual ritual devoid of practical import. There was no mood to accept criticism that the majority might have been closer to last year's 107-4 but for the unfortunate timing of Sir Geoffrey's announcement of an interim fishing protection zone around the islands. Coming just four weeks before the General Assembly debated Argentina's motion, the announcement was seen by some countries as a hardening of British resolve on Falklands sovereignty. Whitehall has always insisted that the zone was strictly a measure to conserve rapidly dwindling fish stocks, unrelated to sovereignty. As to the timing, the sources said that the zone, which comes into effect in February, had to be announced in October to allow time for fishing nations to apply for licences before next year's season starts. Although efforts were made to drum up support before the

Jail terms cut Thai attacks on refugees

Bangkok - Long prison sentences, such as the 448-year terms imposed on two Thai fishermen, have reduced pirate attacks on Vietnamese refugee boats in the Gulf of Thailand, according to United Nations officials (Neil Kelly writes). They said that fewer than one in two of the boats were attacked this year compared with four out of five during 1981-82. The fishermen were convicted of abducting and raping two Vietnamese refugee women, aged 17 and 15, whom they held for a month before throwing them into the sea.

Peking envoy seeks asylum

Peking (AFP) - China has acknowledged that a Chinese diplomat and his wife, reported to be seeking political asylum in West Germany, had disappeared. Sources in Bonn said Mr Tu Bingru had applied for asylum on Monday.

Lightning raid

Moscow (Reuters) - Eight Soviet soldiers were knocked unconscious when lightning struck the ground at their Caucasus mountain training range in Soviet Georgia.

Quake hits

Belgrade (AP) - An earthquake measuring 5.5 on the Richter scale injured 14 people and damaged buildings near the port town of Split.

Books seized

Peking (AP) - The city of Peking has seized more than 500,000 illegally published works this year, including tales of ancient military exploits and sexual adventures.

Marine ban

Washington (AP) - The Pentagon, which authorized the Marine Corps to assist in the production of a Clint Eastwood film, told the Corps not to help promote it because the final version did not "accurately portray Marines or their training."

Arms blast

Stockholm (Reuters) - A Swedish military ammunition dump exploded, causing a huge blaze in a village south of Stockholm.

Morals arrest

Tehran (Reuters) - Manouchehr Kalini Nikrouz, the only Jewish deputy in the Iranian Parliament, has been arrested on morals charges, the Tehran Times reported.

ENTERTAINMENTS

A large grid of small advertisements for various theatrical productions, including 'The Business of Murder', 'The Phantom of the Opera', 'The Willow', 'The Hummus Musical Comedy', and 'The Women'. Each ad includes the name of the production, the venue, and showtimes.

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Research that goes against the grain



Part 4: Science and the storehouse

When Europe's granaries are bulging with grain...

Michael Jopting, Minister for Agriculture, recently paid tribute to the success of agricultural technology in increasing yields.

Scientists, however, would argue that the surpluses may not last for ever.

At an agricultural research centre in the heart of Bedfordshire, a giant machine is towed to the fields.

While Europe's food surpluses grow ever greater, robots are taking to the land, cows are milking themselves, and science is finding many other ways to increase productivity

machine has been developed that will enable acrow, feeling the need to be milked, to meander to a corner of its field - and milk itself.

The main components of milk are proteins, butterfat and lactose. One of the oew foodstuffs being developed at the National Institute for Research in Dairying at Reading is a substitute for egg made by extracting whey-proteins.

Purified lactose costs about £450 a tonne. The market is saturated, but a biotechnological process of fermentation is being developed to convert it to lactic acid, which is worth over £2,000 a tonne and is widely used in the food industry for its flavour and preservative properties.



Grain trials: John Bingham with Rendezvous, the wonder wheat

Meanwhile, at the Plant Breeding Institute at Cambridge, John Bingham examines his latest wheat hybrid, called Rendezvous.

If the National Trials List, official guide to farmers of a new superior variety of seed, accepts his strain his judgement in choosing Rendezvous as the best of more than 1,000 hybrids, created by his team more than a decade ago, will be vindicated.

The choice followed an exacting process of selection, which at one stage involves growing more than 20 million plants.

John Bingham says there are 100 reasons to breed new varieties: higher yields, more flavoursome fruits, harderier plants, grain with the best properties for bread-making are a few.

The alien, coarse variety of Mediterranean grass holds the answer in a spreading plague for the cereal farmer: eyespot. It is a devastating disease which fungicides are failing to control.

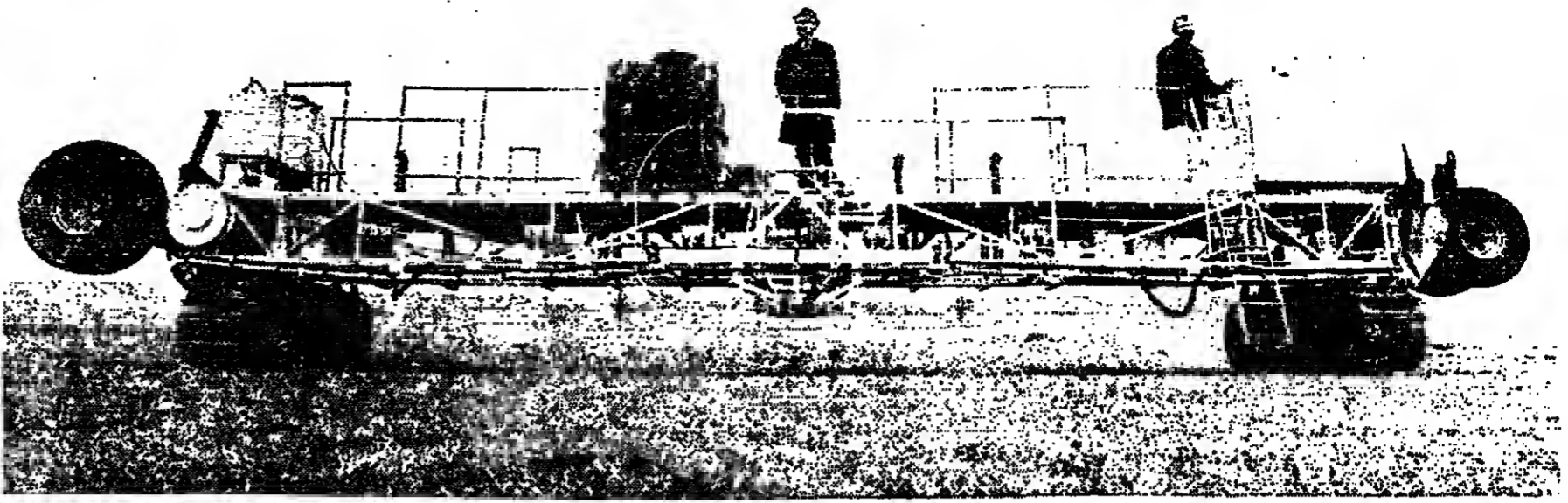
Breeding is a combination of art, science and extraordinary patience. At Cambridge, the plant breeder is backed by a team of cytogeneticists, who identify potentially useful genes in wild plants, and plant pathologists, experts in the way diseases spread through crops.

There are no short cuts to new varieties. Even when the new techniques of genetic engineering become useful, it will still take about 10 years to get a new seed into the hands of the farmer.

The achievements of the Plant Breeding Institute, which is about to be privatized, are considerable. Its varieties account for 30 per cent of the winter wheat grown in Britain, and the UK yield of 7 tonnes a hectare compares with 2.5 tonnes in the United States.

Improving the protein content of British wheat needed for bread-making has cut imports of North American varieties from 70 per cent to about 30 per cent. In addition to wheat, each year new strains of cereals, potatoes, brassicas and legumes are created.

As the grain mountain grows, the stockist on which agriculture for the 1990s will depend is already germinating.



The future at work: this experimental high-level gantry is designed to replace the tractor, ensuring even higher yields - while grain stores (below) are at brimming point



Money in the mountains

Intervention - or buying in goods and storing them - can mean fat profits...

Last year, a Scottish grain company quietly picked up well over half a million pounds of taxpayers' money for simply looking after barley it did not grow...

Intervention is the name of the game and, as the EEC grapples with a problem that threatens to bankrupt its entire farm policy, the Edinburgh firm of Philip Wilson Corn Factors has become the uncoronated king of Britain's grain mountain

Basically, intervention is the support system that enables farmers to sell surplus stocks to the EEC at guaranteed prices. Result: ever-growing mountains of cereals, butter, beef and milk.

Nearly six million tonnes of wheat and barley, worth £666 million, were being stored in Britain by the end of last year, plus £400 million of butter and £160 million of beef carcasses.

The taxpayers' ill-wind, however, has been blowing Philip Wilson some good. Latest figures

from the Intervention Board for Agriculture Produce, the Reading-based organization responsible for overseeing the Community's surplus buy-in in Britain, reveal 36,684 tonnes of barley in store at Duns, a small farming town near Berwick-upon-Tweed. Almost 80,000 tonnes of this is in the four huge barns erected on Philip Wilson's 10-acre site. It represents Britain's biggest single store of surplus grain.

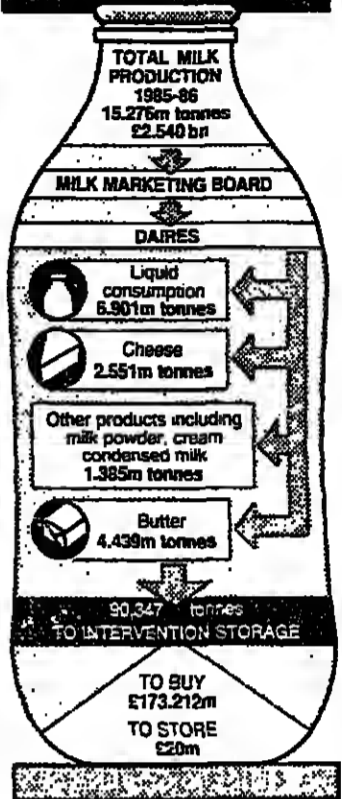
cereal at £37 a tonne, Mr Scott says that those actually looking after the grain get less than £10. And he points out that barns can be abruptly emptied when customers are found.

"Looking after intervention stock is an expensive business. The buildings are very costly, there are rates to pay and there are staff and equipment costs. I wouldn't like to hang my hat on intervention. We regard it as little more than a temporary phenomenon on the farming scene."

The Intervention Board advertises every quantity of grain that needs a home and awards contracts for up to a year to the lowest trader. Exactly how much goes to whom, and for what, remains a secret.

The Government, however, has estimated that it would cost almost £72.5 million to store surplus cereals this year, plus another £38 million for beef, butter and skimmed milk.

HOW THE DAIRY CHAIN WORKS



Britain is a relatively small contributor to the dairy mountain. For example 44 per cent of the milk we produce is drunk in liquid form compared with only 11 per cent in Germany and 9 per cent in France.

In 1985 90,347 tonnes of British butter was sold into intervention storage, which is only a tiny fraction (less than 1/150th) of total milk production. Nevertheless it cost £173,210,000 to buy and probably another £20 million to store.

The situation is complicated by the fact that the UK is a net importer of butter. Last year it imported 139,000 tonnes, of which 78,000 tonnes were from New Zealand under quota agreement.

But for this it would not have been necessary to sell any butter into intervention storage. Ironically, the dairy companies often prefer to do so as they get a better price from the intervention board than they do on the open market.

The unhealthy subsidy

How the EEC is throwing good money into the worst of diets

The Common Agricultural Policy's subsidies are not only a political problem. They also encourage unhealthy eating.

Medical advice is that some major illnesses and causes of death (including cancers and heart disease) could be reduced if we ate less fat, less sugar and more fibre.

A review of the products subsidized by the CAP reveals a bizarre picture:

- Sugar: Having little or no nutritional value beyond the calories it supplies, sugar is associated with tooth decay, obesity and malnutrition. Under the CAP the EEC has expanded its production of sugar beet to almost half as much again as the actual demand, which has been static or falling since the early 1960s.
- Cereals: Nutritionists see advantages in increased consumption of fibre-rich carbohydrates, such as wholemeal bread but the strict quality requirements applied to the CAP cereal regime encourage the production of highly processed white flour, not wholegrain. Quality is defined in terms of performance in mechanized bread-making processes, where white dough is easier to handle.
- Dairy fat: Almost a third of the CAP budget is spent on the dairy sector. High support prices have led to chronic



overproduction - about 13 per cent despite the introduction of quotas. The Community has relied heavily on subsidized exports to non-EEC countries, but some schemes to encourage EEC consumption are nutritionally perverse.

The Commission, conversely, is considering the introduction of an oil and fats tax, to encourage the consumption of butter at the expense of margarine.

Generally the EEC chooses to subsidize for human consumption the dairy product with the highest fat content (butter), while skimmed milk products go mainly for animal feed.

consumer) to feed cows in order to produce more consumer subsidized butter which will go to feed...

Medical opinion supports an increase in the ratio of polyunsaturated fats (as in some vegetable margarines).

The Commission, conversely, is considering the introduction of an oil and fats tax, to encourage the consumption of butter at the expense of margarine.

Geographically the EEC chooses to subsidize for human consumption the dairy product with the highest fat content (butter), while skimmed milk products go mainly for animal feed.

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SPECTRUM

First lady, second wife, third force

THE TIMES PROFILE NANCY REAGAN

She is, in her quiet way, the most influential and feared person in the White House. Tense, proud, single-minded, jealously protective of her husband, Mrs Nancy Reagan has emerged in the past six years as a formidable political operator in her own right...

Mrs Reagan is an intensely shy, nervous and private person. She is ill at ease in a crowd and compensates with an exaggerated fixed smile, staring eyes and an awkward fidgeting with her hands. She seems lost without her husband beside her...

But he might repeat it to Mrs Reagan, and she will then telephone the hapless individual and pass on the message. When she is angry or upset, she retreats into a shell, sometimes refusing to speak to people for days. She has known wounding public criticism, right from her arrival at the White House...



BIOGRAPHY

1921: Born Ann Francis Robbins, New York, though she has claimed it was 1923. 1940s: Became Hollywood starlet. Later helped by Reagan, as president of Screen Actors' Guild...

Vertical text on the right edge of the page, partially cut off.

Do-it-yourself homes fit for the Prince

How the inner-city project that today inspires a new Royal initiative is making builders of mothers. Genevieve Jones, community architect, sits at a drawing board in a Stirling tenement...



We can do that: Genevieve Jones (front) and homesteaders Prince Charles visited Colquhoun Street last month and told the members of the project that he was "imensely impressed" by their scheme...

Advertisement for Nefax communications. Text: "How many ways can Nefax improve your business communications?"

Putting a Nefax to work in your office could be the most dramatic move in efficiency you'll ever make. "Let's go?" Got a contract that needs signing urgently? 150 miles away? Your Nefax will send it in something around 15 seconds...

Large advertisement for NEC Nefax. Includes a list of features (1-28), a photograph of the Nefax machine, and a form for requesting more information or a demonstration.

CONCISE CROSSWORD NO 1117. Includes a crossword puzzle grid and a list of clues for both across and down words.

Lufthansa today:

Some things changed at Lufthansa on November 1, 1986. Some things didn't.



Lufthansa's Business Class is new. A change for the better for everyone going places on business. Use our Advance Seat Reservation and reserve the seat you want on any international route at normal fares when you book your flight. Inside our aircraft, one look at our new seats will tell you you'll be

sitting more comfortably now, with a roomy seat-pitch of 34 inches (86 cm). If you have a busy schedule, you'll especially appreciate our new Business Class hospitality. We'll serve you a complete menu whatever the time of day. That's Lufthansa's new way to fly in

Europe. And as always when flying Lufthansa, you'll still have excellent connections to almost anywhere in the world. You'll still be punctual and reliable, because we're punctual and reliable. And you'll still be flying with one of the most modern fleets in the world. Welcome on board.



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BIRTHS, MARRIAGES, DEATHS AND IN MEMORIAM

BIRTHS On November 23rd, to Laura (nee Wenden) and Christopher, a daughter, Clara Alexandra...

DEATHS On November 24th 1986, at the age of 82, Mrs. Mary Elizabeth...

DEATHS On November 25th 1986, at the age of 84, Mrs. Mary Elizabeth...

DEATHS On November 26th 1986, at the age of 84, Mrs. Mary Elizabeth...

DEATHS On November 27th 1986, at the age of 84, Mrs. Mary Elizabeth...

DEATHS On November 28th 1986, at the age of 84, Mrs. Mary Elizabeth...

DEATHS On November 29th 1986, at the age of 84, Mrs. Mary Elizabeth...

DEATHS On November 30th 1986, at the age of 84, Mrs. Mary Elizabeth...

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ACKNOWLEDGEMENTS British Heart Foundation The heart research charity.

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Science report Beetle against beetle in fight to save trees By Gareth How Davies

MEMORIAL SERVICES KING - Noel Stuart, this Saturday...

OVERSEAS TRAVEL *ALL FLIGHTS BONDED* *HIGHEST DISCOUNTS*

WINTER SPORTS SKI WHIZZ 10th HOLIDAYS TO SELL AT...

ST R

On and after 4th December, 1986 a copy of the Bill may be obtained at the price of 50p each from the Stationery Office, 10, Colindale Avenue, London NW9 5EQ...

Executive Editor Kenneth Fleet

STOCK MARKET FT 30 Share 1286.3 (+15.9) FT-SE 100 16330 (+13.7) Bargains 25721 (25600) USM (Datastream) n/a THE POUND US Dollar 1.4315 (+0.0090) W German mark 2.8494 (+0.0136) Trade-weighted 68.2 (+0.3)

Mercury shares jump 40p

Shares in Mercury International, the merchant banking and securities group, rose by 40p yesterday, one day before it publishes its first interim results since the full group was formed in March.

250,000 seek gas shares

More than 250,000 completed share application forms for British Gas had arrived by last night after a day which saw the 'grey' market price at which gas shares could be sold slip by 3p to 58p.

Offer lapses

The Lloyd's broker PWS has formally announced the lapsing of its £173 million offer for fellow broker C.E. Heath. This follows the Heath shareholders' decision last week to back their board's acquisition of Fickling Insurance.

BP for Tokyo

BP intends to apply for a listing on the Tokyo Stock Exchange in the first half of next year after publication of 1986 results.

Magnet up 71%

Magnet and Southern, the vertically integrated timber and do-it-yourself group, yesterday announced pretax profits up 71 per cent to £20.7 million. Turnover increased from 28 per cent to £153.8 million. An interim dividend of 2.2p was declared.

Profit rises

The North of England supermarket chain, revealed pretax profit up 17.4 per cent to £42.2 million on turnover up 11.8 per cent to £795 million for the 52 weeks to August 30. The dividend was increased by 1.2p to 6p net.

MARKET SUMMARY STOCK MARKETS New York Dow Jones 1911.14 (-0.98) Tokyo Nikkei Dow 17727.91 (-19.58) Hang Seng 2377.71 (+16.59) London FT 1286.3 (+15.9) Sydney ASX 1363.8 (+12.5) Frankfurt Commerzbank 2057.4 (-8.1) Bremen General 3966.01 (+3.82) Zurich CAC 393.3 (+0.3) Zurich SMI Gen n/a London FT A 176 FT. Gills 81.08 (-0.35) Closing prices Page 27

£5.6bn payments deficit expected Fall in jobless total forecast

The National Institute for Economic and Social Research predicts a strong rise in output and a drop in unemployment to below three million next year in its latest Economic Review. But this good news for the economy will be accompanied by a £5.6 billion balance of payments deficit and a rise in inflation to nearly 6 per cent, the institute says.

Capital goes to market

By Teresa Poole Business Correspondent Capital Radio, Britain's largest independent radio station, yesterday announced plans for a full stock market listing early next year. The company is likely to be valued at more than £11 million.

Offer lapses

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MARKET SUMMARY MAIN PRICE CHANGES RISES: Turner & Newall 182p (+5p) ICB Industries 217p (+10p) Magor & Sons 232p (+18p) Meyer Intl. 280p (+10p) MK Electric 382p (+11p) Mitchell Somers 123p (+5p) GUN 272p (+20p) Toteur Kemsley 170p (+15p) THE Eucalyptus Pulp 890p (+32p) Goldsmiths 258p (+8p) Portland Inc. 480p (+20p) Powell Duffryn 301p (+7p) Mercury Intl. 425p (+7p) Trafford Park 243p (+7p) FALLS: Dansk Crouch 216p (-7p) Alphameric 229p (-11p) I.C. Gas 336p (-3p) MFC 388p (-7p) D.J. Alarms 95p (-10p) Prices are as at 4pm

Maxwell raises AE cash offer

Hollis, Mr Robert Maxwell's timber group, has confirmed its intention to raise its cash offer for AE, the automotive engineering group, after two days of consultations with institutional shareholders.



Sir Christopher: "No question of our pulling out"

Courtaulds stays in SA

Courtaulds, which announced a strong increase in profits yesterday, has no intention of joining the international exodus from South Africa. Sir Christopher Hogg, chairman, said: "There is no question of our pulling out of South Africa. We do not feel that we have anything to be ashamed about in our operation there."

News Int to develop Fleet St offices

News International, which owns The Sun, News of the World, The Times and Sunday Times, is to develop 275,000 sq ft of offices on the site of the News of the World building, fronting London's Fleet Street, in a development which could be worth close to £100 million.

Institutions offered shares in Sherwin Pastoral A stake in the big country

Properties of Sherwin Pastoral Company map showing Northern Territory, Queensland, Western Australia, and South Australia. Text describes the offer of shares in the company.

CBI sets up City link task force

A top-level task force comprising some of Britain's leading business figures has been established by the Confederation of British Industry in a new attempt to bridge the deep rifts between manufacturing industry and the City of London.

Panel 'operating system of no law'

American securities house Prudential-Bache claimed in the Appeal Court yesterday that it was 'very undesirable' for the City Takeover Panel to be outside the control of the courts.

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Alfio old-tastic? wine advertisement

Advertisement for a wine or beverage

Advertisement for beer

Advertisement for beer

Advertisement for beer

Advertisement for beer

Advertisement for beer

Advertisement for beer

Advertisement for beer

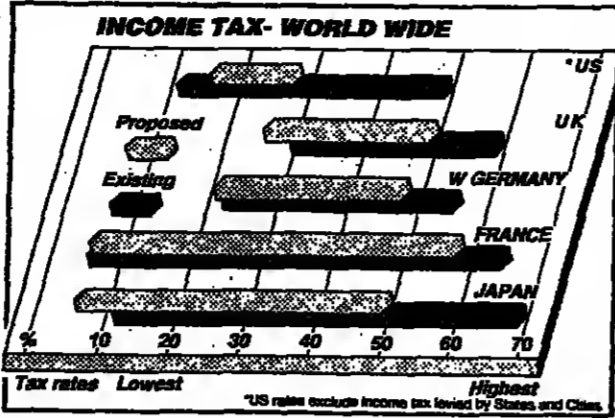
Gas Bored? advertisement for Portman Building Society with logo and contact information.

ECONOMIC VIEW

How Britain can regain first place in the tax reform game

By Rodney Lord, Economics Editor

Mrs Thatcher last week commented that Britain has to compete with other countries for skilled personnel... Mrs Thatcher last week commented that Britain has to compete with other countries for skilled personnel not only on salaries, laboratory facilities and the Tower of London, but also on its tax rates... She was talking about the top rate of income tax, which she would like to bring down from 60 to 50 per cent.



income tax from 70 to 50 per cent... The British Government has already reduced both the top rate and the basic rate and removed some of the exemptions... The Japanese government is now mulling over the report of an advisory committee, which proposes: a cut in the top rate of...

COMMENT Kenneth Fleet

Courtaulds may be set to come out fighting

The Courtaulds story - Seven Lean Years - has still to be written but in essence it has three remarkable themes: the herculean labour of removing the dross in the legacy of Lord Kearton and Sir Arthur Knight; the reshaping and reinforcing of the valuable businesses that were also part of the legacy; and the halving of a labour force of 120,000... The time has come to push up the periscope and look ahead.

plans have been thwarted by the professional takeover raiders... The terms of reference have been drawn widely to avoid casting aspersions at the City... Of these, the first two are unlikely to change much. The spectacle of City manoeuvring that has overwhelmed AE is ooe pointer.

NIESR rampant

The National Institute for Economic and Social Research, the ghost of economics past during Mrs Thatcher's time in office, is sticking firmly to its guns... For invisibles to come to the rescue indefinitely, as they did at the Treasury's behest this week, a regular dose of sterling weakness would be required.

Words and actions

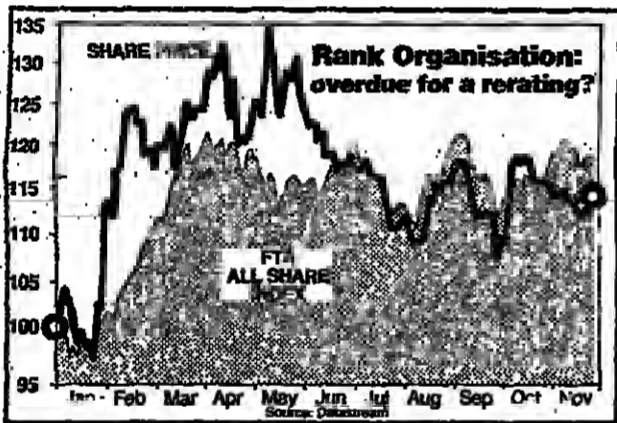
The taskforce set up by the CBI to work out a new relationship between the City and industry certainly starts with a powerful cast... This is particularly true of members drawn from the City. The industrialists, while no less distinguished, tend to come from companies that have been the subject of bid scares or whose own

STOCK MARKET REPORT

£300m computer program fuels a sharp advance

By Michael Clark and Carol Leonard

A £300 million computer-inspired buying and selling program at the Post Office Pension Fund revived a flagging equity market yesterday and sent leading shares racing away... Computers are being used increasingly to advise fund managers when to buy and sell stocks and when to switch from one sector to another.



acquiring the 24 per cent stake... 'We're not really a machine for gobbling up companies, you know,' says Mr Gunz. 'We've got enough on our plate at the moment...'

James Capel, the broker, was given the task of carrying out the business. It found little difficulty in bidding for the stock on offer and placing it around the market, but it may have run into a few problems picking up shares for the PO in a thin market.

Some of the leaders for which Capel was thought to be bidding included Associated British Foods, up 12p at 330p... Watch Wills Group, up 15p to 160p during the past couple of days.

Basel 5p dearer at 740p after 745p. Bescamm up 7p to 420p with nearly 2 million shares traded.

But the Post Office foray into the market gave a distorted view. Turnover elsewhere remained at a low ebb with the bulk of investors' money still tied up with the £5.6 billion British Gas flotation.

strongly after hours - was caused by renewed hopes of lower West German rates... Earlier this week the five German institutes saw no real growth between the second and third quarters and real growth of less than 2.5 per cent in the whole of 1986.

There was early confusion for investors after another breakdown in the Stock Exchange price information service, and this resulted in a number of market-makers putting hundreds of rogue prices into the system... This brought some wild fluctuations in prices.

Among other blue chips ICI jumped 15p to 1070p. Hawker 18p to 435p after a seminar for fund managers in Edinburgh.

200p, BTR 2p to 280p and Boots 5p at 232p, with more than nine million shares changing hands on renewed bid speculation.

Vickers headed the other way, dipping 17p to 373p, and Allied-Lyons eased 1p to 312p... Early-paid 50p shares in British Gas drifted back to a middle price of 59 1/2p in the unofficial grey market.

Vaux Brewery, one of the few remaining independent brewing firms, was once again a favourite stock for takeover speculators, leaping 6 1/2p to 472 1/2p in late trade.

According to market sources any such deal is likely to result in a full bid, with the takeover price estimated at 120p a share... 'There's no truth in it,' says Mr Gunn, who also denies that he is interested in

Table titled 'ALPHA STOCKS' listing various companies with columns for price, change, and volume. Includes companies like BHP, Shell, and others.

Advertisement featuring a portrait of a woman and the text: 'Can you put a face to who looks after your £100,000? All too many investors suffer an unwelcome surprise when they visit their financial advisor...'

text describing the investment services offered by Singer & Friedlander, including contact information and a list of services.

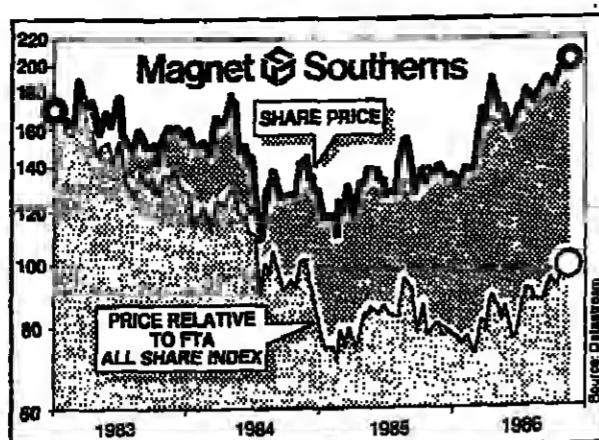
Vertical advertisements on the right edge, including 'folio Old-neer's tastic' vin, 'ger of tives beer', and 'ST R'.

Vertical advertisement on the left edge: 'PROPERTY ABPR sets its sights on law'.

TEMPUS

Magnet chief's magic formula does the trick

Mr Tom Duxbury, chairman of Magnet & Southern...



The magic formula, thought out by Mr Duxbury in his fallow years...

expence to the group, albeit capitalized, is considerable.

Prices have risen by an average 4 per cent across the group...

A pretax profit of £45 million for the full year could be achieved...

Although the shares are on a premium rating, they are beginning to show that they deserve it...

Kwik Save Group

The trend towards healthy eating has proved beneficial to Kwik Save Group's profitability...

As a result, its margins widened last year from a healthy 5 per cent to 5.3 per cent...

Wider margins and higher

Ignore pay critics, IoD tells companies

By Edward Townsend, Industrial Correspondent

Britain's highly paid top executives deserve their big salaries...

However, companies are warned against paying executives who have not reached required performance.

The IoD broadside in favour of high salaries comes after much public debate about big percentage increases being paid to senior executives...

At a conference of the IoD next week, a report will be presented showing that the salaries of executives who receive profit-related bonuses rose by 10 per cent last year...

The IoD says that effective systems of remuneration are an essential element in the motivation and retention of executives...

APPOINTMENTS

Alpha Micro: Miss Judith Knight becomes director, re-seller productivity.

Pettifor, Morrow & Associates: Lord Lovell-Davis of Highgate has been made chairman.

Brand New (Product Origination): Mr David Moilan joins as planning director and Ms Fiona Challis as business development manager.

The Glacier Metal Company: Mr Roger Williams becomes a director.

Telecommunications Equipment Manufacturers Association: Mr Mike Hart is made chairman, business communications division.

Habit Precision Engineering: Mr Stephen Swords has been made a director.

Harrison & Crossfield: Mr George Paul becomes joint chief executive with Mr Thomas Practice, presently executive chairman.

Allied-Lyons: Mr H Clifford Hatch is made a director.

Wang Laboratories: Dr Frederick Wang becomes president and treasurer, Mr Ian Diers senior vice president, US operations, Mr Robert Dareth senior vice president, corporate and marketing communications, and Mr Aread Vleggett vice president and general manager, European, African and Middle Eastern operations.

BET: Mr Brian Thompson is made chairman.

Time Products: Mr Alan Blacher becomes a director.

British Newspaper Printing Corporation: Mr Alan Roe is made chief executive.

RECENT ISSUES

Table listing recent issues in equities with columns for company name and price.

RIGHTS ISSUES

Table listing rights issues with columns for company name and price.

MONEY MARKETS AND GOLD

Table listing money market rates for various currencies and gold prices.

EURO MONEY DEPOSITS %

Table showing Euro money deposit rates for different terms and currencies.

GOLD

Table showing gold prices in various units.

FOREIGN EXCHANGES

Table showing foreign exchange rates for various currencies.

OTHER STERLING RATES

Table showing other sterling rates for various countries.

DOLLAR SPOT RATES

Table showing dollar spot rates for various currencies.

LONDON FINANCIAL FUTURES

Table showing London financial futures prices for various contracts.

TRADITIONAL OPTIONS

Table showing traditional options prices for various contracts.

LONDON TRADED OPTIONS

Large table showing London traded options prices for various contracts and currencies.

Keep up with the London markets Real-time refreshed information on Reuter Monitor

Table showing 1225 LONDON STOCK EXCHANGE - ALPHA SECURITIES - FOREGROUND LUAD GMT LAST BID ASK CLOSE OPEN HIGH LOW VOLUME

Table showing UK EQUITIES and UK GILTS with columns for Type, Page codes, and Reference prices.

AND MUCH MUCH MORE... INTERNATIONAL MONEY MARKETS INTERNATIONAL GOLD MARKETS INTERNATIONAL OIL MARKETS INTERNATIONAL BOND MARKETS DOMESTIC MONEY MARKETS INTERNATIONAL FUTURES MARKETS INTERNATIONAL EQUITIES MARKETS

Freehold For Sale St Mary's Hospital Harrow Road, London W9. A unique and exciting development opportunity comprising 8.9 acres.

REUTER MONITOR - THE INFORMATION SERVICE FOR YOUR MARKETS

Portfolio Gold

From your portfolio card check your eight share price movements on this page only. Give them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money stated. If you are a winner, follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Group, Gain or Loss, High, Low, Close, % Change, P/E. Lists various companies like B&S, Sarsby, Diapers, etc.

Please take account of any minus signs

Weekly Dividend: Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

Table with columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total

BRITISH FUNDS

1986 High Low Stock Price Change % P/E

Table listing various funds like 100% Each, 80% Each, etc. with their respective prices and changes.

FIVE TO FIFTEEN YEARS

Table listing funds with 5-15 year terms, including 100% Each, 80% Each, etc.

OVER FIFTEEN YEARS

Table listing funds with over 15 year terms, including 100% Each, 80% Each, etc.

UNDATED

Table listing undated funds, including 100% Each, 80% Each, etc.

INDEX-LINKED

Table listing index-linked funds, including 100% Each, 80% Each, etc.

BANKS DISCOUNT HP

Table listing bank discount rates for various banks and currencies.

STOCK EXCHANGE PRICES Equities rally

ACCOUNT DAYS: Dealings began on Monday. Dealings end December 5. Contango day December 8. Settlement day December 15. Forward bargains are permitted on two previous business days.

Where stocks have only one price quoted, these are middle prices taken daily at 5pm. Yield, change and P/E ratio are calculated on the middle price

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for BREWERIES.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for BUILDINGS AND ROADS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for CHEMICALS, PLASTICS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for CINEMAS AND TV.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for DRAPERY AND STORES.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for HOTELS AND CATERERS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for INDUSTRIALS A-D.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for MOTORS AND AIRCRAFT.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for SHOES AND LEATHER.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for TEXTILES.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for FINANCE AND LAND.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for FOODS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for L-R.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for S-Z.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for NEWSPAPERS AND PUBLISHERS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for OIL.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for TOBACCO.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for OVERSEAS TRADERS.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for PAPER, PRINTING, ADVERTG.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for LEISURE.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for INSURANCE.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for MINING.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for PROPERTY.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for SHIPPING.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for SHOES AND LEATHER.

Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for TEXTILES.

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Table with columns: High, Low, Company, Bid, Offer, Change, % Change, P/E. Includes section for TOBACCO.

Portfolio Gold DAILY DIVIDEND £4,000 Claims required for +38 points Claimants should ring 0254-53272

OVERSEAS TRADERS Table listing various international trading companies and their details.

PAPER, PRINTING, ADVERTG Table listing various printing and advertising services.

PROPERTY Table listing various real estate listings and agents.

MINING Table listing various mining companies and their details.

SHIPPING Table listing various shipping companies and their details.

SHOES AND LEATHER Table listing various shoe and leather goods.

TEXTILES Table listing various textile companies and their details.

NEWSPAPERS AND PUBLISHERS Table listing various newspaper and publishing companies.

OIL Table listing various oil companies and their details.

TOBACCO Table listing various tobacco companies and their details.

Portfolio Gold neer's tastic' vin

old mechanical cost the £8,000 be de Portfolio Gold yesterday to good date my gramophone and my next year. Mr. Wood, of Allestree, aged 51, who has sold Gold since it was first introduced, said that he believes his luck is fantastic. It is, indeed, a fantastic card game. Gold cards can be sent in a standard envelope to: old.

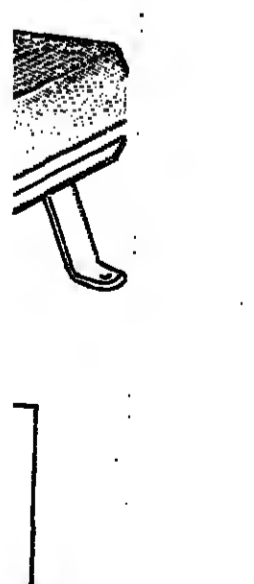


ger of tives beer

in Young sed in brewing drinkers and, in even kill them, for Real Ale day. the campaign's 'hat's Brewing, Proiz, a former and Beer Guide, ple who have their breathing disorders, who are allergic to, can suffer in linking beers in as have been oduce a foary clarity, or to life. ed States, the more than 40 f heart attacks wens used co- in beer to ming head.

ouple peal

erman couple rs last July for seeking reductions. Lord Lancelotti, will pre- clations by onja Schulze, for leave to the sentences Justice Mi- the Central



or storage baby shoes acc Heater Mica of 9576. 3 1/2" high 3 1/2" high

THE TIMES UNIT TRUST INFORMATION SERVICE

Main table containing various unit trusts, their performance metrics, and descriptions. Columns include names, bid/offer prices, and changes.

UNLISTED SECURITIES table with columns for company names, prices, and other financial data.

INVESTMENT TRUSTS table with columns for trust names, prices, and performance metrics.

COMMODITIES table listing prices for various goods like oil, sugar, and metals.

FINANCIAL TRUSTS table listing various financial services and their rates.

Where a price quoted, these are middle prices taken daily at 5pm. Yield, change and P/E ratio are calculated on the middle price.

Large vertical advertisement on the right side of the page, featuring the word 'On' at the top and 'With leading' at the bottom, with a background image of a person's face.

On course for an export bonanza

The exhibition, Export '86, opens at the Barbican from next Tuesday. Britain is well-placed to win back power and influence as a leader of world commerce

British industry and commerce today faces the best opportunity for many decades to increase its share of world trade. Despite the gloomy prognostications of many economic observers, British goods abroad have become increasingly competitive. So long as there is no let-up in the battle to control cost and improve quality, the British should be on course for an export bonanza.

This is the conclusion of Sir James Cleminson, former president of the Confederation of British Industry and now chairman of the British Overseas Trade Board, the Government's spearhead organization in the campaign to return Britain to a more respectable position in the table of global traders.

Sir James took over as chairman in July after a year of remarkable improvement in UK export business. Overseas sales were up by 11 per cent in value and six per cent in volume in 1985 to reach a record total of £78 billion. The increase in Britain's exports was greater than the growth in world

More competitive than ever with West Germany and Japan

trade as a whole. Exporters, he says, should not lose the impetus. Britain has been helped by the more competitive pound and, this year, by falling oil and energy prices, which should help British goods to remain popular in the UK's most important export market: western Europe. Exports to the rest of Europe last year amounted to £46 billion — 58 per cent of Britain's total. In Spain, Portugal and Italy, where the BOTB has made special efforts at trade promotion backed by high-level government visits, sales were well up — 40 per cent in Spain alone.

"In price terms," says Sir James, "we are very much more competitive with the West Germans and the Japanese than ever before."

When he was CBI president, Sir James led the employers' group in its student campaign for lower interest rates and much reduced pay settlements. No pay rises unless they have been earned in higher productivity, and abolition of the annual pay round, was still his CBI cry.

Though Sir James would never disagree with that, he has changed priorities since donning the BOTB hat. He says: "I have recognized that the only factor now intensifying the problem of non-competitiveness is the cost of money. West Germany and Japan are able to offer financial terms very much more cheaper than can the UK."

On his recent trip to China, Sir James asked the Chinese why the West Germans had increased their trade with the country so substantially. The attraction was not soft loans but attractive financial

Exporting companies, says Sir James, are recording much greater increases than non-exporters — with a rise of 15 per cent in the last year not unusual. He adds: "I go along with the CBI line that a lot of companies are exposing themselves to trouble because their cost increases are not matching their productivity rises. But many firms are doing what the Government and the CBI wants and are still not winning export markets."

Sir James says that at least the Government is recognizing the value of the BOTB by giving a small rise in the overall level of spending over the next two years. The organization has a budget this year of just over £27 million.

In 1984-85, the board was able to recoup more funds from customer companies, which enabled it to maintain the spending level despite, in real terms, a diminished budget. Grants available to companies attending overseas trade fairs or export missions have been cut for those on their second or third visits to a particular country. Those taking part in exhibitions, for example, will have to pay 40 per cent of the BOTB's estimated direct costs if they are first-time visitors, rising to 55 per cent for second-time exhibitors and 75 per cent for others.

Those taking part in missions will face similar restrictions. A visit to Hong Kong on a BOTB-approved mission, for example, will qualify each individual to a £250 contribution to travel costs on the first three occasions, falling to £260 on the fourth visit.

"There was a squawk when this was instituted," comments Sir James, "with some companies saying that fairs and promotions were the most useful things we did but the reductions made their attendance difficult. However, it doesn't seem to reduce substantially the number of people taking part."

In its bid to spend money more effectively, the BOTB is concentrating more on small-business entrepreneurs who, believes Sir James, need only a little prodding to get them to become exporters.

A report from the board's small-firms committee, covering enterprises with up to 200 employees, shows that no more than a third of the small exporting companies are accounting for 80 per cent of the sector's total export turnover.

"The other two-thirds work on the basis of getting overseas orders when they feel like it. If we could get these companies to become determined exporters, we could increase the country's export revenue by £5 billion."

At long last, too, the BOTB is entering the computer age, via a three-year programme designed to give companies a faster and more up-to-date service, covering the BOTB's operations, the Export Intelligence Service and the results of information gathered by Foreign Office staff abroad.

Edward Townsend
Industrial Correspondent



All part of the trade equation: top, container packages are loaded at Gatwick airport; below left, Sir James Cleminson, the British Overseas Trade Board chairman, rings a bell for business with Harvey Tordoff from a Yorkshire firm exhibiting at a Chicago machine tool trade show; right, members of a sales team from China show their planes at Farnborough this year, and bottom, special tractor units transport containers between quayside cranes and container terminals

First buy your Arab dictionary

Nearly 7,000 British companies will have participated in 292 trade fairs in 39 countries by the end of this year. What do they expect to gain from such activities which, despite assistance from the British Overseas Trade Board, can be costly and time-consuming?

The ultimate aim is to sell more goods or services. Bringing many prospective buyers together under one roof can be cost-effective in enabling sales representatives to contact many more customers than if they had to fix appointments and travel to see each one individually.

But in many industries where trade fairs proliferate — aerospace, defence equipment, specialized medical supplies, effluent and water treatment — the decision to buy is a complex, long-term process.

Here the exhibitor's main target will be to influence and persuade; effectiveness will be measured by the number of contacts rather than orders.

Rotunda, a Manchester-based company which makes PVC insulating tape and similar products, for instance, attracted 1,500 visitors to its stand at the Elexen '86 exhibition in Hong Kong earlier this year.

But the company, which is cited by the Institute of Marketing as an example of a comparatively small company that has achieved success in overseas marketing, found the trip valuable mainly because it helped identify new sales opportunities in China and yielded introductions to potential agents in other Far East countries.

A stand at an international exhibition should be much more than a one-way sales pitch. Handled correctly, it can also provide a listening post, firstly for gathering first-hand intelligence about the market-place, second, for gauging customers' attitudes to the product.

Peter Cotterell, managing director of Unibrand Training, a company which runs training courses for exhibition organizers and participants, says: "I believe that exhibitions are one of the best ways of researching a potential overseas market at ground level."

Mr Cotterell, who has taken his own medicine by exhibiting at next week's Export '86, adds that the opportunities for instant feedback give exhibitions the edge over other forms of promotion like advertising, direct mail or public relations.

Exploiting this advantage, however, requires the staff who are manning the stand to be prepared to ask visitors questions like "Are you currently buying X?", or "Have you ever used our X?" or

"What type of X are you currently buying?"

This in turn requires not only some training in research techniques but at least a smattering of the language of the country in which the exhibition is being held.

It is no accident that Rotunda, which has developed a £11.2 million turnover, of which overseas business represents 22 per cent since its buy-out from BICC in January 1982, employs export sales staff who are linguists.

An inability to speak foreign languages is one of the reasons why UK companies are less enthusiastic about participating in international exhibitions than their Continental and Far Eastern counterparts.

There are many horror stories about exhibitors who have made expensive mistakes. Mr Cotterell's favourite concerns a stand promoting washing powder at an exhibition in the Middle East. This featured a photographic sequence which, from left to right, showed dirty

washing, the washing being processed and a pile of clean linen. It took several days before the exhibitors realized that their Arabic-speaking visitors (who read from right to left) interpreted the product as one which turned clean washing dirty.

Information gleaned from exhibitions can be put to good advantage not only in launching new products but also in tailoring product development. Rotunda, for example, has developed new products so effectively that about 18 per cent of last year's sales were in products that did not exist before the buy-out.

For some products and some industries, participation in international exhibitions may be important for reasons of status and image.

A useful booklet* published by the Incorporated Society of British Advertisers points out that the way a company is viewed by existing customers and contacts can be improved by effective presence at an exhibition.

The Farnborough Air Show is one good example of a "soft sell" exhibition specifically designed to influence a small number of key customers. But the big established international exhibitions for all trades include an element of kudos as well as commercial action.

Patricia Tisdall
* Guide for Exhibitors, available from the Incorporated Society of British Advertisers Ltd, 44 Hertford Street, London W1T 8AE.

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Without export insurance you could be heading for a fall.

Running an export business without export insurance is like paddling down the river without a map; you just never know what lies ahead.

Take non-payment for example. One bad debt can cause havoc with your cashflow and turn the tide on profits.

The non-payment of, say, a £20,000 contract could erode the profits on a much larger piece of business. All that work wasted when the £20,000 could have been covered for as little as £80.

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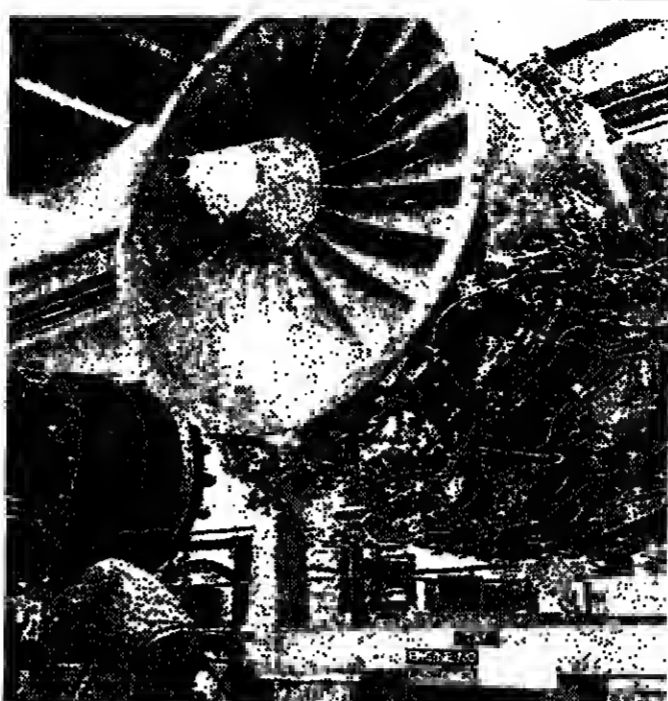
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INTERNATIONAL TRADE/3



Payment in kind: A taste of the wine that made up the order for John Walker, Jeremy Wheeler and Alick Macaskill of MF Industrial; and right, a Rolls-Royce engine that can be paid for in dollars or, sometimes, oil



Pulling the cork in the barter game

Employees of a company which recently sold \$1 million worth of earth-moving equipment to Tunisia will be celebrating Christmas with a bottle of something red that could truly be described as "cheeky" or even "a little impertinent".

Back in Britain the company did not really want to get involved. After all, it didn't have a drinks licence and in the wine bars of London, Coventry or Manchester the customers aren't exactly fighting to catch the waiter's eye for a bottle of Tunisian nouveau.

rather potent red plonk they had on the dockside in Tunisia would be worth the difference - at £1.75p a bottle the sums added up.

But there are many companies which embrace barter trading with much more enthusiasm. Many have found it the only real way of breaking into markets in the Eastern bloc or

able in exchange for oil, or that the oil can be traded on to the spot market at a satisfactory price.

They find a way of placing the goods they have acquired in a market which is eager to pay the best price and compensate the original manufacturer of the goods involved.

The right advice on export

Membership of a trade association, business organization or professional institute can pay dividends for anyone contemplating exporting for the first time.

Commerce, for instance, sent 18 trade missions to 21 countries last year. In addition, of the 54,000 inquiries it received 24,000 were for business contacts and trade opportunities, followed by nearly 6,000 about UK and overseas government regulations; 5,000 were about trade and business names and 1,500 were requests for statistics.

ish industry to exporters are six "talking point" leaders on the right environment for growth: government support for exporting companies; education and training; market research and planning; innovation and the mechanics of exporting.

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See us on Stand No. 112 at EXPORT '86

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The ability to communicate in the language of foreign clients can and does give a competitive edge. So, if you're serious about overseas trade, don't take chances, use the services of a professional business language training organisation like Linguarama.

Linguarama Language training for business 23 Pall Mall London SW1Y 4JH Tel: 01-930 7697

HELP FOR EXPORTERS

The British Overseas Trade Board provides advice, information and financial assistance to existing and potential British exporters. Our services are available to large and small companies in the capital and consumer goods industries and to firms in the service sector.

Market advice, Specialist advice and help, Getting into the market. Lists various services like Free market information, Tariffs and regulations, Export Representative Service, etc.

BOTB Regional Offices. Lists offices in South East, West Midlands, North East, Yorkshire and Humberside, East Midlands, South West, North West, and Industrial Development Board for Northern Ireland.

Better service is top priority

Priorities are changing at the Export Credits Guarantee Department, the Government office which provides insurance to cover British exporters against non-payment by buyers.

approach to risk evaluation and higher premiums for the most uncertain business mean Mr Gill is confident that liabilities incurred since 1983 should, on present trends, pay their way.

During the past year, against a backdrop of a volatile oil price and mounting Third World debt problems, the ECGD has tried to attract a higher proportion of lower risk business while sharpening its marketing and customer service.

With the improved claims database, it should prove more efficient to automatically accept the buyer unless a computer search reveals some past problem. Whereas less than 20 per cent of applications used to be dealt with within 24 hours, ECGD is now aiming to deal with nearly half within that time.

Founded in 1919, it is the world's oldest official export credit insurer and provides cover for 23 per cent of non-oil exports from Britain. It also is administrator of the subsidised interest rate export finance which cost the Government £401 million last year.

A close watch will be kept on the new regime, which started just three weeks ago, and it may be extended to other countries.

In theory, over a number of years, the ECGD is supposed to break even on its insurance business. But last year, although there was an improvement in the underlying trading account for the insurance operations, the department paid out £697.5 million in claims, compared with premium income of £175.5 million.

A number of other services are also being reviewed. On the export finance side of the business, the guarantee of short-term export credit given by banks to exporters is being phased out and is now only available for credits of more than two years. The OECD consensus rates stipulate what the minimum interest rates can be for subsidised export finance and then the ECGD guarantees the loan.

Once again the shortfall had to be met by borrowing from the Exchequer, bringing ECGD's loans from the Consolidated Fund to £756.2 million.

This year greater effort will be put into recovering more of the money paid out in claims. Last year, recoveries fell from £327 million to £173 million and more resources are to be put into improving this figure.

Poland, Nigeria and Brazil have been the main drains on resources.

However, a harder-nosed Teresa Poole

Vertical advertisement for 'The Folio' featuring a portrait of a man and text about 'mechanical' and 'astetic' services.

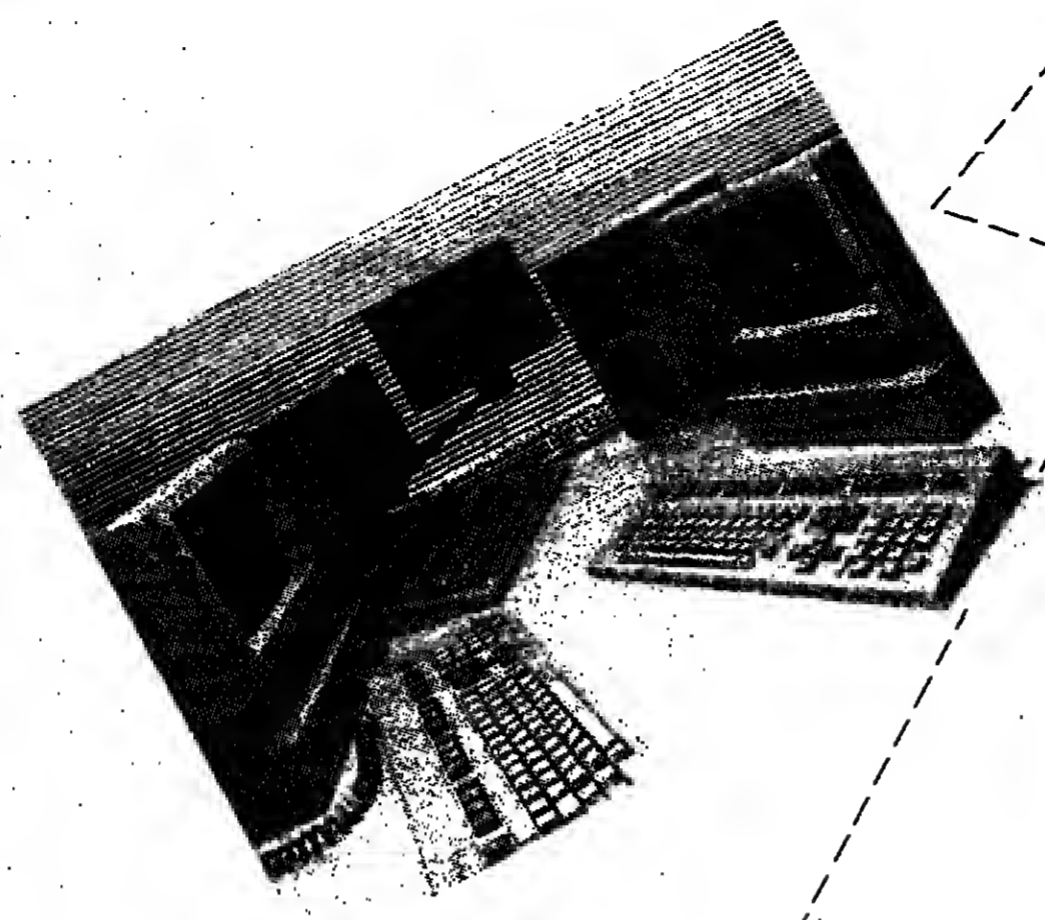
Vertical advertisement for 'Lifeboat' featuring a boat and text about 'unique tables'.

Vertical advertisement for 'ST/R' featuring a portrait of a man and text about 'couple' and 'peal'.

GENERAL APPOINTMENTS

DP PROFESSIONALS

WE CAN'T PERFORM WITHOUT A SUPPORT ACT!



Database Specialists — City — £20-30k

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Technical Product Consultants — West London — £20-30k

Will suit senior DP professionals with expertise in communications/co-existence, networking and database. All positions carry major account responsibility requiring around 7 years' technical and business management experience.

Project/Account Managers — West London — £20-25k

For up-front involvement in pre and post-sales activity. Posts require individuals of stature who are technically strong and communicate effectively with senior management. Previous customer skills are less important than technical ability.

Senior and Junior Analysts — London + Regions — £15-20k

Vacancies in London, Birmingham, Manchester, Leeds and Edinburgh, for those with user experience of application design and system installation techniques. Most positions demand Wang VS experience although knowledge of other mini or mainframe environments may be considered. Interpersonal skills are highly desirable for key accounts' support.

These new positions reflect our commitment to future growth and development within the broad area of support and will appeal to people with a computer science background and relevant experience in a support environment. Salaries will reflect your skill and experience and all packages include a company car, private medical plan, pension, free life assurance and a stock purchase scheme.

To apply for any of the above positions, please send full career details, quoting appropriate vacancy, to Alan Gane, Wang (UK) Limited, 1000 Great West Road, Brentford, Middlesex TW8 9HL, or telephone 01-847 1954 (24-hour service) for an application form.

technical experience and customer relation skills, its pre and post-sales activity forms a central part of our overall operation, assisting the penetration of UK markets still further. We now need to recruit a range of DP specialists in the following areas:

Telecoms/Co-existence Specialists — City — £20-30k

With an appreciation of protocol and communication architectures particularly in complex networking or database applications. Experience within vertical markets of Banking/Finance/Insurance would be an advantage.

When it comes to performance, Wang is way ahead of the competition. Why? Because no other computer company is utilising a more comprehensive range of systems facilities, applications and tools to achieve true integration of DP, WP and communications functions, through powerful super-mini systems and networking; but also because we prioritise investment into customer-related services to ensure ultimate client satisfaction is maintained throughout.

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But none of this would be achievable without our support operation. Founded on



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Milton Keynes c.£18,000 + car

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specialists, you will plan and control projects including the research, design and operation of development and assessment programmes, career counselling and resource planning using computer modelling techniques. Ideally professionally qualified, you will have at least 7 years' experience in a personnel environment together with proven staff management ability. Excellent interpersonal skills coupled with tact and diplomacy are essential. The competitive salary is accompanied by the range of benefits to be expected of a large financial institution, together with a company car and relocation assistance where appropriate. Please telephone Barbara Miles on Milton Keynes 691122 ext 3173 for an application package. Abbey National Building Society, Abbey House, 201 Grafton Gate East, Milton Keynes, Bucks MK9 1AN.

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Please write to me, Terence Hart Dyke, Consultant to the Bank.

Business Development Consultants (International) Ltd., 63 Mansell Street, London E1 6AN.



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Applications with full C.V. by 8th December to: The Secretary, West End Theatre Managers Ltd, Bedford Chambers, Piazza, Covent Garden, London WC2E 8HQ.

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For further information, details and application form contact:-

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The aim of the role is to commit line managers to training and development and provide them with the tools to manage it themselves.

Candidates, aged 27-35, must have at least three years' training and development experience ideally in a service industry. A strong personality and sense of humour are essential to fit with a highly professional, results orientated, yet informal and pragmatic management style.

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Please ring or write quoting ref. 1729M to Mark Tuffit: COURTENAY PERSONNEL LTD, Management Selection and Personnel Consultants, 5 Hanover Square, London W1R 9RD. Tel. 01-491 4014.

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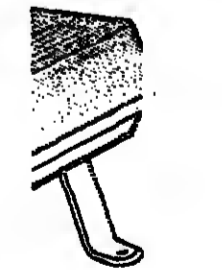
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Alternatively send a cv to JM Management Services (Ref:DBM/TT), Columbia House, 69 Aldwych, London WC2B 4DX.

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Coping with corporate change

An increasing number of organizations responding to the need of technological change are discovering, to their cost, a rarely identified factor - that of cultural change.

The failure to recognize cultural change can be costly, both in terms of time and money.

A Midlands-based company in the sales and distribution industry, which was founded in the 1960s, grew rapidly to about 1,000 staff by the mid 1970s.

Its management team was typified by young, professionally qualified, forward-looking and ambitious people - let's call them adapters.

The company responded to recession by reducing recruitment to virtually zero

and introducing a programme of voluntary redundancies.

The very nature of the "adapters" led to their rejection of the static environment and their successful recruitment elsewhere.

Emerging recently from recession they began to implement those technological changes that had been recommended much earlier.

Many parts of the organization are meeting these changes with passive resentment and occasionally with open hostility.

As I write, much of the new technology is lying idle as the company frantically (and expensively) recruits new blood and attempts to woo back some of its former employees in an attempt to cope with what has rapidly become a crisis.

So what lessons can be learnt? While it may not always be possible to retain key employees, an awareness of the types of

HORIZONS A guide to career development

Psychology can help organizations cope with change in technology, says Andrew Kerr in the first of a two part series

people within the organization can help to identify problems - present and potential.

But how may this be done? What assumptions can be made about an employee's future abilities?

To help find the answers and gain an understanding of the strengths and weaknesses of their employees, more and more organizations are turning to occupational psychologists.

Using established psychometric techniques - psychometrics is that branch of psychology dealing with measurable factors - skilled psychologists can advise on abilities, attitudes, personality and potential of employees and job candidates.

Such assessments now form an integral part of the company's recruitment and management appraisal programme.

The final report has also provided an objective overview of the company's manpower, function by function and this is giving the organisation a coherent base to work from in considering future manpower planning and recruitment.

The recession has had a profound impact on organizational structure, with organizations that have successfully adapted to the altered environment changing as a result of it.

A "task force", made up of managers, together with a few of the most able stores people, was appointed to educate

other function within the company, were found.

For example, two individuals who have spent all their working lives on the shop floor, have as a result of psychometric testing and counselling, more than happily accepted promotions into customer liaison.

Such assessments now form an integral part of the company's recruitment and management appraisal programme.

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CRICKET: TWO HUNDRED REASONS WHY ENGLAND HAVE THE EDGE

Australia could still get the elbow even if Emburey calls off

From John Woodcock, Cricket Correspondent, Perth

Having started the first Test match against Australia in Brisbane as outsiders, England go into the second tomorrow as favourites. That they should do so is probably right, though defeat by New South Wales last weekend was a nasty reminder of how vulnerable England, as well as Australia, still are.

Those are worse losses than England suffered during the Packer years and they explain why Gattling's side is now much more seasoned of the two. Nor have Australia's selectors done anything to counter this by giving Border a couple of players conditioned to the sound of gunfire.

If, as I hope, both sides field and use, two spinners, it will be for the first time in an Anglo-Australian Test since 1978-79. It has never happened in a Perth Test, against England or anyone else. West Indies have just done it to Karachi but they never did so under Clive Lloyd, if they could help it, nor will they under Richards. Should we see it here, it will be like looking back in time.

Border to review tactics for Botham

Allan Border, the Australian captain, was widely criticised for showing Ian Botham too much respect in the first Test match in Brisbane but he will not be repeating the mistake in the second Test.



Fighting back: South African cricket has helped to rekindle Thomas's enthusiasm

Rejuvenated Thomas hoping to reclaim England place

East London, South Africa. While England career on their roller-coaster ride around Australia and rely increasingly on Ian Botham to illicit encore after encore on the final leg of his touring days, South Africa, the forgotten omission from Mike Gatting's squad is steadily — and efficiently — honing his skills to return to favour.

Australia tour. "Who knows how the selectors think?" he wondered. "But I must admit my main job is to take wickets — and 46 last season wasn't enough. So I can't complain even if I would have loved to have teamed up with Dilley."

He has an advanced coaching certificate and has a lot of experience to give, so why shouldn't I use it? Thomas reaffirms his right to give loyalty and further his career with the view that South Africa is undergoing vast changes to dismantle apartheid; his home town recently voting itself an "open" city where all races can own property.

When the Wacker went fair wacky

By Simon Wilde

Two bizarre incidents may come to mind as thoughts turn to Perth and the second Test match with Australia. Each concerned an Australian opening bowler from Perth itself: one made a fool of himself, the other made himself look a fool.

On December 15, 1979 many people believed that Dennis Lillee had literally gone off his tree when he forsook the traditional willow and walked to the wicket end in the middle of the day. Traditionally, this was called upon by the off-spinner, who could bowl into it with benefit, but of late he has not had much of a look-in.

Neale after 'missing ingredient'

By Simon Wilde

Phil Neale, the Worcestershire captain, yesterday endorsed his county's interest in signing Ian Botham. After being reappointed captain for a sixth season, Neale said: "It's somewhat let him go I would be very keen to see him at Worcester."

Both sides players were surprised at the straw colour of the Perth pitch and its dryness for November. Botham had a particularly close look at it, trying to feel the grass on his stomach at the bowler's end.

A thorn among roses

By Simon Wilde

Dieckie Bird, the Yorkshire Test match umpire, has caused a stir by defecting to the red rose club. One Yorkshire member said: "We were surprised to see him promoting the enemy. But then, Dieckie never stops amazing us."

A spokesman for Lancashire said: "Dieckie was chosen because he is such a popular character and is so well known in the cricket world."

With the World Cup looming, Richard Streeton reviews West Indies' six-week tour of Pakistan

Batsmen suffer as Pakistan pitch ploy backfires

Whether Pakistan's chances against West Indies in recent weeks would have been improved if they had prepared better pitches will divide local opinion here for a long time. No secret was made in official circles that the pitches produced for the one-day games and Test matches were aimed at assisting Abdul Qadir's leg-spin and to nullify the effectiveness of the West Indian fast bowlers.

Mr Hasib Ahsan, who is the chairman of both the Pakistan selectors and their World Cup technical committee, assured me that fast pitches, with even bounce, would be provided for next year's World Cup. "That will be essential," he said. "You can be certain that our pitches must be greatly improved."

Future depends on more than ability

Only now does Thomas believe those scars are beginning to heal. "Fast bowlers need more rest from too much cricket," he admits, "and unless the pitch was really helpful last season, I didn't really let go. I can certainly sympathize why Botham wants to give up touring and why Gooch decided stay home with his family."

Stirling in a pair of briefs named after James Watt, another wily campaigner who had his fair share of setbacks and triumphs, Thomas is optimistic. "I'm beginning to find my enthusiasm again," he says after giving his wicketkeeping team colleague a goalkeeping catching session that would have had Shilton nodding with approval.

Thomas's rekindled enthusiasm has brought him a batting average of 57.50 so far in 50-over games to what is still regarded as one of the strongest domestic competitions. If Peter May's selectors must wish that one of their present lower order batsmen would display such consistency, Thomas is far from satisfied after missing out on the

Peugeot to consider a grand prix campaign

Paris (AP) — The French team, Peugeot Talbot, the world rally champions for the past two years, are considering entering formula one grand prix racing, the team manager, Jean Todt, announced yesterday. Todt said a decision would be taken early next year on three possibilities: to enter the world level competition, to enter the world sports prototype championship, or to form a full grand prix team building engine, gearbox and chassis.

Peugeot's Talbot subsidiary started a grand prix engine programme in 1981 but it was cancelled for commercial reasons before an engine was unveiled. Todt said no decisions about development work should be taken until after a French civil court rules, towards the end of February, on a case brought by Peugeot against the International Auto Sport Federation (FISA).

Celebrating Williams

Frank Williams, convalescent head of the Canon Williams Honda Formula One team, is to receive a superlative salute at Brands Hatch on Sunday. A British Airways Concorde will swoop in low over the Kent circuit at noon, as part of Williams' Day — a day-long celebration in recognition of Williams and his team's outstanding achievements this season.

Calling magic to the mind this Christmas

There is nothing like a good fishing book for Christmas reading as a gift for your nearest and dearest. There have been many good ones published this year and I have chosen four which I think are among the best and which are certain to be in the shops.

Motor Sport

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PAKISTAN V WEST INDIES TEST AVERAGES

Table with columns for Batting and fielding, Bowling, and Test averages for Pakistan and West Indies players.

Advertisement for 'The New Illustrated Dictionary of Trout Flies' by John Roberts, featuring a detailed illustration of a fly and descriptive text.

TELEVISION AND RADIO

Edited by Peter Dear and Peter Davalle

When a hero was out—but not down

Botham's Out (BBC2, 9.30pm), which carries the secondary title 9 1/2 Weeks in the Life of a Boy's Own Hero...

tonight. Open Space's documentary A Rare Casualty (BBC2, 7.25pm) explains why we often have to hang around so long in hospital casualty departments...



The Bothams at home: they appear in Botham's Out (Forty Minutes, BBC2, 9.30pm)

CHOICE

With the cleverly turned line that the cricketer is looking down on a land fit for heroes...

Table of TV/Radio programs for BBC1, BBC2, and ITV/LONDON channels.

Table of TV/Radio programs for CHANNEL 4 and VARIATIONS channels.

Table of TV/Radio programs for CHANNEL 4 and VARIATIONS channels.

Advertisement for Minolta AF-E camera, featuring the slogan 'EASILY THE BEST PICTURES' and 'with the Minolta AF-E'.

Table of TV/Radio programs for WORLD SERVICE channel.

Table of TV/Radio programs for RADIO channel.

Large advertisement for Folio Astic beer, featuring the slogan 'Folio Astic' and '31/2" high'.

